

SPOTLIGHT

JULY 2023

Why We
Do What
We Do



WHY WE DO WHAT WE DO



Steve Greer
Chief Executive Officer
American Income/
National Income Division

Every day focus on your purpose. Remember why you do what you do. We don't get burned out because of what we do. We get burned out because we forget why we do it. – Jon Gordon

In this issue of Spotlight, we present the latest statistics from Life Insurance Marketing and Research Association (LIMRA). These numbers give us a state-of-the-market capsule with information such as what segments of the population are buying or know they need to buy as well as those not buying and why. Knowing the facts can help you as you guide your clients.

Some market trends have been stubborn over the years. For example, despite all we as an industry have done in terms of trying to educate our clients, the perceived cost of life insurance is and has always been the main reason people give for not buying. Others say they have

other financial priorities ahead of buying life insurance. Still, others are not sure what type of coverage or how much to buy. All of these objections can be overcome by using the tools available to you in the Needs-Based Presentation.

Black and Hispanic Americans have historically reported lower rates of owning life insurance, while at the same time reporting a higher need for it than any other group. Life insurance ownership among Black Americans has improved, and our Latino Division is doing an excellent job of serving the Hispanic American population. But, a special report issued by LIMRA suggests another important underserved group: the growing number of single moms with dependent children.

The number of single-mother households with minor children has increased 40% since 1980 but of those, only 41% of single mothers own life insurance. Almost 60% say they need or would like more life insurance. I was raised by a single mom on and off. Things were tough all the time but there were times when our situation was desperate. Although it's not the case with all single moms, mine was among the many who struggled with lower-paying jobs that meant the ends weren't even close to meeting for us. I'm sure life insurance was pretty far from Mom's mind. She was self-employed, so there

was not even employer-provided life insurance to help break a fall.

Think about it: who has a greater need than a mom trying her best to make it on her own and provide for her family?

Helping single mothers address their financial concerns can help improve the likelihood that they get the life insurance coverage they need to protect their children. Even if they can't afford the level of protection we would recommend, the laptop presentation can help you at least get some coverage in place. With attentive customer service, you can make sure that as her situation improves, so does the level of protection for her family.

Why stop there? Another way we can help single moms is by offering them a career with American Income Life and National Income Life. Now that we can literally work from anywhere, there is no reason this growing demographic can't reap the benefits of Opportunity Unlimited with AIL/NIL.

My parting thought: Even though 52% of those studied reported having life insurance, 21% of them say they don't have enough. And that still leaves 48% – almost half – who have none at all. 🙄

Sources: LIMRA, 2023 Insurance Barometer Study. (May 2, 2023), Single Moms Rising: The Growing Market for Life Insurance. (May 2, 2023) <https://www.limra.com/en/research/research-abstracts-public/2023/2023-insurance-barometer-study/>

SPOTLIGHT

ARC.AILife.com/Spotlight.aspx
A monthly publication spotlighting top producers of American Income Life and National Income Life

CREATIVE DIRECTOR
Kate Pevnev

PHOTOGRAPHER
Kiran Fernandes

WRITER & COPY EDITOR
Leah Fry

LEAD DESIGNER
Mikailah Clark

SR. GRAPHIC DESIGNERS
John Begg
Maggie Hill
Jonathan McGinnis

GRAPHIC DESIGNER
Taylor King

CONTRIBUTORS
Daniel Acton, Robyn Allen, Josh Arias, Alex Canto
Emma Bloomfield, Brynn Caccamo, Karen Curtis,
Carrie Eckles, Lana Giebe, Angel Henderson,
Mary Lampert, Johnny Matthies,
Muñeca Moody-Yanez, Jessica Nelson,
Pat Nevarez, Danielle Pizana, Orlando Rodriguez
Teresa Soto, Christina Speasmaker, Krystal Staggs,
Destiny Tigner, Stephanie Villalvazo,
Andrew Wesolick, Rhonda York

Spotlight is published monthly by American Income Life Insurance Company for the dissemination of information to its Producers. Prior permission must be obtained from American Income for reproduction or other use of material herein.

HOME OFFICE
254-761-6400

WEBSITES
AILife.com
NILife.com
AILLaptopOnDemand.com
NILICOLaptopOnDemand.com
AILAcademy.com

SOCIAL MEDIA
f **Globe Life AIL NIL Agency**
i **AILNILAgency**
t **AILNILAgency**
t **AILNILAgency**

RECRUITING SUPPORT
AILife.com/Recruiting



NEWS

JULY 2023

VOL. 56 NO. 7

SGA Career Track

New Markets Opening & Expanding!

There is a growing need for ambitious leaders. AIL/NIL is looking for MGAs and GAs wanting to pursue the SGA Career Track. If you are interested, speak to your SGA, then send an email to: futuresga@AILife.com.



Required Retention Rate

Effective Jan. 1, 2023, to be eligible for bonuses and be featured in *Spotlight*, Producers must meet the required Retention or the minimum Net to Gross. Net to Gross varies based on bonus guidelines and is used only during the Producer's first twelve months. The rates listed are for *Spotlight* recognition only.

Retention: **75.0%**
Net to Gross: **80%**

Dates to Remember

eApp business and paper applications subject to the 7-day hold should be uploaded or sent to Home Office by **Thursday 8/24/** before **2:00pm Central**. Paper apps excluded from the 7-day hold and PR credits should be sent to Home Office by **Tuesday 8/29**. eApp business excluded from the 7-day hold should be uploaded by **Thursday 8/31** before **4:30pm Central** to count for **August** production.

eApp cutoff has been extended to 3:30pm Central every Wednesday, Thursday, and last day of the calendar month to allow more business to load before the weekly advance and end-of-month AP&P cutoff. All other days of the week remain the standard 2:00pm Central cutoff time.

\$11,153,822

in total BONUSES were paid out this month by AIL/NIL. For more information on the monthly bonuses, turn to **Pages 42-52.**

\$9,837,424

in total May RENEWALS were paid out in June to 6,196 total agents.

Access **SPOTLIGHT DIGITAL** from the main page of the ARC.
See your SGA or manager if you need assistance.

*** Look for the asterisk!** The asterisks, shown throughout the magazine indicate that place will be a year-to-date award winner. The Producers who will be recognized at the 2024 Awards Presentation are: the Top SGA per category for Categories I-XIV will be recognized on highest percentage of Net ALP Growth. The top MGA/RGA from each category based on Growth (minimum 10%), the top five GAs, the top ten Rookie Individual Producers, the top ten Veteran Individual Producers, the top PR Representative from each category and the top PR Manager from each category. View the 2024 Convention Qualifications online at ARC.AILife.com or ARC.NILife.com. **Check your production!** If there is an asterisk by your position, you could be on your way to Waikiki Beach in Honolulu, Hawaii. The convention will be held May 1-4, 2024.



LOOK FOR ME!

Anniversaries

38 YEARS OF SERVICE

Lou Nell Busby, PR
29 YEARS OF SERVICE
 Timothy Cruise, GA
26 YEARS OF SERVICE
 Slav Bitman, SGA
24 YEARS OF SERVICE
 Barbara Leader, AGT
22 YEARS OF SERVICE
 LaTonya Tucker, AGT
20 YEARS OF SERVICE
 David Ackerman, SGA
 Max Quasem, AGT
19 YEARS OF SERVICE
 Heather Hewitt, AGT
 Thomas VanOsdol, AGT
18 YEARS OF SERVICE
 Travis Moody, SGA
17 YEARS OF SERVICE
 Allan Shapiro, AGT
 Paul Smoley, AGT
 Natalie Soboleva, AGT
16 YEARS OF SERVICE
 IP Harris, SGA
15 YEARS OF SERVICE
 Jason Bratin, RGA
 Tony Geer, AGT
14 YEARS OF SERVICE
 DeAnthony Hartman, AGT
 Michael Williams, SGA
13 YEARS OF SERVICE
 Carly Ferraro, AGT
 Nick Moore, SGA

12 YEARS OF SERVICE

Amie Kallweit, AGT
 Zach Otto, RGA
 Jesusdieu Portilus, AGT
 Richard Whyte, GA
 Timothy Wilson, RGA
11 YEARS OF SERVICE
 Devon Chapman, RGA
 Travis Daniels, PR
 Sean Hansen, GA
 Dylan White, RGA
10 YEARS OF SERVICE
 Amy Baird, GA
 Bryan Juskiw, RGA
 Brandon MacDonald, MGA
 Oleg Novitchii, MGA
 Chelsie Otto, MGA
 Ernest Powell, SGA
 Joshua Rauser, AGT
 Darrin Roberts, RGA
 Michael Stuver, AGT
 Kamaile Viena, SA
 Tyler Worstell, RGA
9 YEARS OF SERVICE
 Ralph Beard, PR
 Ranjana Chopra, AGT
 Justin Diaz, RGA
 Laura Graham, RGA
 Kashala Guiden, AGT
 Kimberly Hamilton, SGA
 Juan Nunez, AGT
 Alexis Pineiro, RGA
 Levi Porto, SA

8 YEARS OF SERVICE

Andrew Siebert, SA
8 YEARS OF SERVICE
 Brian Cabral, AGT
 Matthew Castelli, AGT
 Steven Counts, GA
 Ivoni Fuimaono, GA
 Steve Hartman, RGA
 Brian Melvin, AGT
 Taylorr Nathaniel, GA
 Mahdi Wade, AGT
 Dylan White, AGT
7 YEARS OF SERVICE
 Derya Ekren, AGT
 Doron Freud, RGA
 Carey Hartman, SA
 Selina Maldonado, GA
 Kimberly Maya, AGT
 Leonardo Perez, AGT
 Daniel Prinzo, RGA
 Jamin Rodriguez, AGT
 Joseph Rotolo, SGA
 Matthew Russell, AGT
 Clayton Slaughter, RGA
 Robert Trypus, AGT
6 YEARS OF SERVICE
 Tomarus Burks, RGA
 Orlando Crimmel, SA
 Myra Espinoza, AGT
 Vanessa Forouzan, GA
 Carolyn George, RGA
 Benjamin Giamalva, GA
 Michelle Goj, GA
 Victor Ledesma, AGT

5 YEARS OF SERVICE

Reinaldo Martinez, AGT
 Thomas Romeo, AGT
 Dawn Rouanzoin, AGT
 Daniel Schwartz, RGA
 William Thomas, MGA
5 YEARS OF SERVICE
 Leonardo Alsina, SA
 Nabil Atallah, RGA
 Mark Bernsdorff, RGA
 Nardia Bowen, SA
 Trace Cary, AGT
 Lamita Dahdah, GA
 Aaron Ebel, SA
 Saury Espaillet, RGA
 Kenneth Fennal, AGT
 Arif Hajro, RGA
 Marmionett Hopkins, SA
 Carlos Iraheta Barrientos, MGA
 Madison Kilburn, RGA
 Ryan Luera, MGA
 Doris Martinez Garcia, MGA
 Ariel McAlister, AGT
 Christopher McGlynn, AGT
 Gregory S Miller, AGT
 Geoffery Osili, SGA
 Daniel Pacheco, RGA
 Rodney A Taylor, SA
 Christopher Watts, GA
 Razan Zarba, GA
4 YEARS OF SERVICE
 Akinyemi Akinseye, MGA
 Melissa Argomaniz, GA
 Jose Cuellar, AGT

3 YEARS OF SERVICE

Willie Cummings, MGA
 Crystal Dugger, AGT
 Johnny Fuller, MGA
 Monica Kayano, AGT
 Mike Mangaoang, GA
 Montana McDonald, GA
 Akram Mirahmadi Shalamzari, RGA
 Daniel Paravisini, AGT
 Marc Parrone, AGT
 Lyndon Prosser, MGA
 Lishbeht Ramos, AGT
 Anthony Solano, GA
 Kamyar Soleymani, AGT
 Jozef Tinaj, MGA
 Amanda Urdaneta, GA
 Jhanna Valerio Vivas, RGA
 Diego Vargas, MGA
 Kelly Walker, PR
 Aliyah Weathers, SA
3 YEARS OF SERVICE
 Juan Aleman Madriz, GA
 Heather Beers, SA
 Franco Bilotti, MGA
 Caitlin Cassidy, GA
 Beau Cullen, RGA
 Yolanda Gandy, AGT
 Omaira Garces Ramonez, GA
 Nathan Gay, GA
 Guy Graves, AGT
 Jacqueline Higareda, AGT
 Leticia Irving, MGA
 Derek Johnson, RGA
 Jimmy Keaton, SA

2 YEARS OF SERVICE

Mitchell Kellogg, AGT
 Ashley Kopchak, AGT
 Tyler Lefebvre, GA
 Michelle Maderer, SA
 Jomaal Mathews, SA
 David Mayfield, MGA
 Anabel Moran, GA
 Carlos Navas, MGA
 Thomas Nejman, PR
 Melissa Nguyen, GA
 Connor O'Donnell, GA
 Constance Owusu, AGT
 Raul Pinto, MGA
 Roydon Riki, AGT
 Karyssa Rivera, AGT
 Vanessa Rodriguez, GA
 James C Romero, GA
 Tabetha Smith, SA
 Tecole Smith, MGA
 Luis Soriano, GA
 Ryan Martin, RGA
 Rochelle Mendoza, AGT
 Kristin Trammer, SA
 Devin Moore, MGA
 Noor Musleh, SA
 Demarcus Oliver, MGA
 Lisa O'Neill, GA
 Sarek Osborne, SA
 Keenan Pacheco, MGA
 Sebastian Patino, SA
 Elion Bendo, SA
 Nicholas Beyer, GA
 Braydon Cameron, MGA
 Edgar Carruyo, GA

1 YEAR OF SERVICE

Susan Chavira, GA
 Malcolm Cheeks, SA
 Santino Ciocca, GA
 Javier Contreras Paraguacuto, AGT
 Joseph Crivelli, RGA
 Stephanie DesForges, GA
 Matthew Duggan, AGT
 Michael Elegado, SA
 Jacqueline Farquharson, SA
 Jordan Ford, GA
 Jesse Gamble, SA
 Max Gold, SA
 Maeson Green, GA
 Asiguy Haugabook, MGA
 Autumn Hoeffler, SA
 Yasmin Kapadia, AGT
 Gretchen Larosa, AGT
 Denzil Latimore, GA
 Ryain Lee, GA
 Jose Manzo, SA
 Ryan Martin, RGA
 Rochelle Mendoza, AGT
 Devin Moore, MGA
 Noor Musleh, SA
 Demarcus Oliver, MGA
 Lisa O'Neill, GA
 Sarek Osborne, SA
 Keenan Pacheco, MGA
 Sebastian Patino, SA
 Elion Bendo, SA
 Nicholas Beyer, GA
 Braydon Cameron, MGA
 Edgar Carruyo, GA

1 YEAR OF SERVICE

Tina Rheume, SA
 Sean Rivera, SA
 Peter Robbins, AGT
 Jyaire Robinson, SA
 Bradley Russell, SA
 Nathalyn Sanchez, GA
 Savannah Schipman, RGA
 Emily Shimko, AGT
 Jennifer Sosa, SA
 James Stangland, GA
 Mario Trejo, GA
 Danielle Tucci, AGT
 Firat Ucar, SA
 Katelyn Ucar, GA
 Jamie Webster, GA
 Carl Weydeman, GA
 Sleiman Yammine, SA
 John Zalesky, GA
 Ayham Zorba, SA
1 YEAR OF SERVICE
 Duaa Abdullah, AGT
 Kyle Abelar, AGT
 Kameron Adams, SA
 Mohamed Aljahmi, GA
 Scott Allen, AGT
 Jacquelyn Andaluz, MGA
 Akeirra Arnold, AGT
 Deborah Bailey, AGT
 Morganne Bailey, AGT
 Francis Bain, PR
 Brianna Baker, SA
 Joseph Bardsley, GA
 Chloe Basch, AGT

1 YEAR OF SERVICE

Meryem Bastug, GA
 Martha Benitez Ferro, AGT
 Cody Benoit, SA
 Asmar Bilal, SA
 Brooke Billings, AGT
 Kristi Bogart, MGA
 Daryl Boswellsweet, SA
 Natasa Boucher, AGT
 Warren Bradshaw, MGA
 Volodya Bragg, SA
 Justin Brown, AGT
 Kymberlee Brown, SA
 Taketta Burke, SA
 Tamera Burroughs, SA
 Amber Callison, SA
 Jason Carlay, SA
 Ashley Carter, SA
 Nicole Castellanos, AGT
 Nicholas Catenacci, SA
 Isabella Chacin, SA
 Danielle Chiraula, SA
 James Clark, SA
 Craig Coombs, SA
 Christian Cooper, SA
 Martin Correa Avila Robb, MGA
 Jacob Crider, SA
 John Daniel, AGT
 Monique Delancy, SA
 Romana Denefield, AGT
 Brandon Dickehage, SA
 Isaiah Donohue, SA
 Nathan Doyle, GA
 Jace Elerick, GA

1 YEAR OF SERVICE

Isaiah Escalante-Garcia, SA
 Isabel Espinoza Alvarez, SA
 Michael Falcone, SA
 Alysha Fath, AGT
 Roggley Faudoas, AGT
 James Feco, SA
 Kyle Findley-Meier, AGT
 Kathleen Fraiser, AGT
 Angela Gabaya, AGT
 Gilberto Garrido, AGT
 Cheryl Gatson, AGT
 Justin Gettman, SA
 Perrish Goggins, MGA
 Ahmad Goram, SA
 Stephen Gordon, MGA
 Rushawn Grange, SA
 Michael Hall, SA
 Jean Hansen, AGT
 Larry Hensley, AGT
 Yolanda Hernandez, SA
 Douglas Hernandez Borges, SA
 Vilehyvis Hernandez, SA
 Claudia Hill, GA
 Yolanda Hill, MGA
 Iris Hinojosa, SA
 Frank Irving, SA
 Conchita Jamison, AGT
 Joshua Jimenez, SA
 Kiera Johnson, MGA
 Beverly Jones, SA
 Karly Kelly, SA
 Kory Lafferty, SA
 Christopher Lam, AGT

1 YEAR OF SERVICE

Christina Lamb, AGT
 Solomon Leano, AGT
 John Littleton, SA
 Matthew Lockyer, SA
 Hannah Loewen-Clarke, SA
 Dominic Lulgjuraj, AGT
 Linda Luz, AGT
 Lauren MacMurray, SA
 Michael Madrigal, SA
 Loveleen Mangat, AGT
 Natalie Marcengill, AGT
 Devan McCoy, AGT
 Arnaldo Medina, SA
 Skyy Melendez, GA
 Alexis Mena, GA
 Adam Middleton, SA
 Jared Milley, AGT
 Chante Mitchell, SA
 Penny Morash, SA
 Andres Moreno, AGT
 Leslie Morfin, AGT
 Erimano Msafiri, SA
 Jennifer Munoz-Penaranda, AGT
 Tai Nguyen, SA
 Daniel Ortiz, SA
 Tayari Otis, AGT
 Grant Paplin, SA
 Karen Paris, GA
 Steven Pavel, MGA
 Aidan Percival, SA
 Alan Perez-Gastelum, AGT
 Mark Peterson, MGA
 Jacob Phillips, GA

1 YEAR OF SERVICE

Taylor Phillips, SA
 Carly Pippin, SA
 Corey Pisarski, SA
 Daniel Podhorodeski, SA
 Leslie Poitier, AGT
 Jessica Pompili, SA
 Jourdan Powell, GA
 Timothy Quigley, AGT
 Mary Ramirez, GA
 Iveliz Reyes, AGT
 Andrew Rodowicz, AGT
 Anne Rojas, GA
 Theeb Saleim, AGT
 Joseph Sciria, SA
 Jonathan Shaffer, SA
 Shawntai Shields, SA
 Quincey Snyder, SA
 Crystal Sulzer, GA
 Fausto Taveras, SA
 Katherine Tejada Tavaraz, SA
 Ethan Tolbert, GA
 Brandon Tolliver, SA
 Jeremy Van Winkle, AGT
 Jessica Varga, SA
 Jonathan Velez, SA
 Lenora Washington, AGT
 Tara Williams, AGT

Promotions

REGIONAL GENERAL AGENT

Ashley Beasley
 Priscilla Blanco
 Stephanie Burghardt
 Shalom Chaimov
 Michael Giachetti
 Joseph Gojcaj
 Alexander Gomez
 Joshua Hosenbold
 Trace Johnson
 Pa Alieu Kasseh
 Anthony Marsella
 Akram Mirahmadi Shalamzari
 Joseph Nelson
 Phillip Rigoli
 Mayra Robles
 Caritza Rojas
 Nick Scordos
MASTER GENERAL AGENT
 Taylor Ahlgrim
 William Benline
 John Bennett
 Branden Bowman
 Jordan Brown
 Jacob Carter
 Rubin Chaimov
 Maurice Coleman
 Nicolas Demers
 Alek Filtz

70% GENERAL AGENT

April Gibson
 Perrish Goggins
 Dustin Holtz
 Kushtrim Jakupi
 Alex Jankowski
 Tina Janti
 Renata Johnson
 Sarah Kelley
 Connor Koy
 Jeffrey Lacerte
 Tyler Lan
 Megan Langley
 Charles Latimer
 Michelle Lopez
 Mele Makaui
 Anthony Michael
 Sumarah Montas-Brown
 Anaka Moss
 Victoria Perea
 Derek Pratt
 Mayra Rivas
 Daniel Rock
 Hannah Rockensuess
 Jacob Rosinsky
 Valerie Sanchez
 Zeenat Sanni-Balogun
 Jaime Scordos
 Shubham Setia
 Sonia Silva

70% GENERAL AGENT

Michele Stewart
 Ryan Stuart
 Ruben Terrero
 Awbrey Vachon
 Diego Vargas
 Jose Venegas
 Dennis Wariboko
 Bobbi Woods
 Jessica Yates
 Carlos Zambrano
70% GENERAL AGENT
 Luis Alvarez
 Amy Baird
 Jacoby Barry
 Andrea Brown
 Ashley Campbell
 Karla Estrada
 Samantha Goris
 Allen Haralson
 Sahrooz Hussain
 Sean Lewallen
 Thomas Lytle
 Garron Moffett
 Corina Omoware
 Kegan Owen
 Brendan Rudzonis
 Shawn Toma
 Sevante Yates
 Juneth Zambrano De Grasso

67.5% GENERAL AGENT

Garrett Amora
 Jillian Arshadi
 Kelly Benner-Campbell
 Marvin Bolden
 Holly Bonhorst
 Blake Breitzke
 Michael Broadnax
 Brennen Brumfield
 Maura Castelli
 Kyle Cooley
 Tara Cottongim
 Esmeralda Cruz
 Jamil Dean
 Louis Domenick
 Roxana Duarte Castillo
 Robert Ensign
 Jordan Ford
 David Fulfer
 Rashel Gonzales
 Graham Granger
 Justin Haisha
 Nouraddin Hussein
 Kelly Jones
 Johnny Khoury
 Dylan Kovaleski
 Alexander Lalezas
 Betania Maury Cermenio
 Crystal Mekdarasack

65% SUPERVISING AGENT

Seth Nieves
 Sean Northgrave
 Bryan Owens
 Kevin Parker
 Ian Pickett
 Dylan Rankin
 Latanya Rawles
 Trentan Stamm
 Michael Thompson
 Ethan Tolbert
 Isaiah Townsend
 Emilia Viscarra
 Ashley Woodyard
 Lukas Yoder
57.5% GENERAL AGENT
 Jacob Phillips
 Henry Stone
65% SUPERVISING AGENT
 Megan Baker
 Ashley Bender
 Makayla Buchanan
 Andres Burgos Perez
 Kimberly Cash
 Yuhail Castillo
 Antonio Chacin
 Andrew Cozby
 Damian Davis
 Jennifer Denton
 Jeffery Deputy

62.5% SUPERVISING AGENT

Alexandra Graterol
 Anthony Greco
 Samuel Green
 Ilene Hirsch
 Ashley Jackson
 Patricia Kick
 Tyler Ledden
 Danny Macias
 Lynsey Miller
 Genesis Navarro
 Matthew Norcup
 Symphony Picou
 Fidel Rivero
 Fredda Saade Avendano
 Lordd Sheffield
 Alexander Stemle
 Garrett Stephens
 Carley Stubbs
 Jennifer Terife Medina
 Tyler Torelli
 Yarlys Torres
 Corey Tyler
 Daija Warner
 Kayla Willingham
 Sondra Woodward
62.5% SUPERVISING AGENT
 Armani Abreu
 Nyahale Allie
 Daiyon Anderson

62.5% SUPERVISING AGENT

Omobolanle Balogun
 Dylan Banda
 Samuel Barriere
 Pam Bates
 Jaxon Bellar
 Dylan Bender
 Kamryn Berman
 Samantha Besler
 Kevin Blomquist
 Andrew Boston
 Megan Bradshaw
 Rebekah Browning
 Taketta Burke
 Nick Burris
 Tamera Burroughs
 Mitchell Burrows
 Kelcey Butts
 Jericho Cail
 Louis Calabrese
 Michael Chapman
 Matthew Clary
 Michael Collins
 Nicole Connors
 Logan Cote
 Gregory Cribley
 DeQuavious Crowder
 Mario Damico
 Alyssa Da Silveira
 George Davis

62.5% SUPERVISING AGENT

Anthony Della Vella
 Jeffrey De Los Reyes
 Malcolm Devers
 Izabella Diaz
 Liannys Diaz Rodriguez
 James Dorante
 Keyshawn D'orso
 Justin Dunbar
 Rebecca Dwight
 Rachel Eichinger
 Mohamad Eloubary
 Jennifer Exum
 Joni Fagan
 Evangelos Feola
 James Fields
 Carlos Fontes
 Jennifer Foreman
 Prince Gahima
 Ricky Gambhir
 Emily Gamidov
 Dylan Garrett
 Brian Geercken
 Justin Gettman
 Sean Gittens
 Ashley Grant
 Oscar Guizar
 Tonjeria Haddly
 Pearlene Hambrick
 Tarrance Hankins

62.5% SUPERVISING AGENT

Jacob Hassan
 Julia Hastings
 Richard Hawkins
 Brandon Hegwood
 Rogelio Heredia
 Henry Holland
 Serrra Hwang
 Claire Jansen
 Kara Johnson
 Abigail Jones
 Faith Jones
 Jasmine Jones
 Edward Jules
 Michael Kampfer
 Gali Kasher
 Leslie Kellermann
 Nicole Kirk
 Mark Klautd
 Corrine Knight
 Megan Lafehr
 Cory Laidlaw
 Shivanni Lakhani
 Dimitrios Lalezas
 Noah Larson
 Blanca Leanos
 Jasmine Leon
 Jhojandra Leon Alvarez
 Anthony Lepore
 Michelle Linero Canal

62.5% SUPERVISING AGENT

Charles Louch
 Easton Marshoff
 Gregory Martinez
 Christopher Marzulli
 David Matsuda
 Marguerite McGill
 Bela Mean
 Cristhian Mendieta
 Matt Miarka
 Chante Mitchell
 Ruth Mollooy
 Phaly Mom
 Christian Morales
 Tristan Morris
 Aryan Mullinnix
 Shon Murphy
 Rachel Norris
 Joseph Pacello
 Timothy Page
 Michael Parmigiani
 Jack Pentek
 Justine Perez
 Sherrynn Persad
 Luis Piccoli
 Jonathan Pitts
 Jermaine Ponder
 Horace Pope
 Parker Powers
 Giancarlo Quintana

62.5% SUPERVISING AGENT

Quentin Ragin
 Bibi-Halimeh Razavi
 Angela Riley
 Bianca Rodriguez
 Yasiel Rodriguez Naranjo
 Matthew Russo
 Pashion Ryals
 Philicia Saephan
 Casey Saleh
 Melanie Sanchez
 Ninoska Sanchez
 Marisol Santana
 Danielle Santos
 Deja Schwarz
 Brian Shaeena
 Brendan Shaffer
 Tom Shamon
 Blake Shanberg
 Harlie Short
 Enzo Sibille
 Andrea Silva
 Alex Smith
 Deveran Smith
 Shantell Smith
 Tristan A Smith
 Madison Song
 Sudhanshu Sood
 Igor Stojcevic
 Theodore Stokes

62.5% SUPERVISING AGENT

Dean Stroud
 Wilver Tappo
 Lynn Thompson
 Danielle Tompkins
 Ananerys Torres
 Luis Vidal
 Leslie Villeneuve
 Henry Vorkahl
 Wasiq Warraich
 Brittany Washington
 Marshall Weinberg
 Megan Welcome
 Ruth Westman
 Jennie Wieland
 Misty Wisner
 Clayton Workman
 Patrick Woytek
 Marlise Yameogo
 Elizabeth Yung
52.5% SUPERVISING AGENT
 Luis Contreras
 Genesis Corona
 Maxwell Harrington
 Jomar Howell
 Cody O'Connell
 Nelson Rodriguez
 Kristle Roennpapel
 Matthew Salvini



**"IT'S GREAT TO DO WELL
BY DOING GOOD."**

— BERNARD RAPOPORT, FOUNDER



**Susan
Fuldauer**

Division Vice President
Public Relations

Why Do We Do What We Do?

An interesting and thoughtful question. It's both philosophical and actionable. We all have some internal drive that motivates us through our work and the relationships we build. The *Why* (our motivation) for the work we do is what guides us through our planning and actions.

From our beginning through the present and into tomorrow, American Income and National Income Life's *Why* has always been about creating a better and brighter future for working families. In doing so, we are also able to support

our own families and create our own legacies. We advocate and support working families by supporting core values that are important to most all working people: fair pay and family-supporting wages, good benefits, safe working conditions, and equal opportunities. Understanding the *Why* in what we do at American Income/National Income drives us to get up every morning, make those calls, set appointments, get on a Zoom meeting, or jump in the car to head to someone's kitchen table. What we do because of our *Why* makes a significant difference for the workers and families we are privileged to visit.

We are remarkably fortunate to have the opportunity to do something beyond ourselves every day. Every single day, we have the opportunity to impact someone else's life. While selling insurance is transactional, it is also transformative. We not only get to transact with hundreds of thousands of individuals and families, but our relationships are also transformative, helping, giving, and supporting so many. Providing *certainty* through insurance is significant for a future quality of life. That *certainty* cannot be overstated. Security, should

the unthinkable happen, is monumental for working families.

From the very beginning of AIL/NIL's history of protecting working families, remaining committed to the issues important to them has always been and remains the *Why* behind the What We Do. Founded on the principle of helping families through building strong relationships with labor unions, we have expanded that same philosophy in working with credit union families, association families, school families and so many more.

At the end of the day, *Why We Do What We Do* is profoundly impactful and continues to drive us to keep Showing Up, Standing Up, and Speaking Out in support of working families. So, when your days are long and the "NO, NOT NOWs" have outweighed the "YESes", take comfort in the impact, security, and certainty provided for those that do have a need and see the value in using insurance as a mechanism to provide for the future.

Tomorrow will be another opportunity to stay grounded in who we are and what we do to make a difference for a working family. 🙌

Q2 PR Contributions

Alberta Building Trades —
Golf Tournament

APRI Midwest Region — Sponsorship

ATU 241 — Convention/Conference

BAC 1 — Golf Tournament

Canadian Postmasters and Assistants
Association — Convention/Conference

Community Labor United —
Sponsorship

CWA 7800 — Convention/Conference

Dollars Against Diabetes —
Sponsorship

Economic Policy Institute —
Contribution

FOP of Indiana — Convention/Conference

Healthcare Credit Union Association —
Convention/Conference

HGEA AFSCME 152 — Golf Tournament

Hyatt Regency Washington —
Sponsorship

IBEW – ON — Golf Tournament

IBEW — Sponsorship

IBEW 77 — Sponsorship

IBEW 827 — Golf Tournament

IBEW National — Scholarship & Convention

IBT 1932 — Sponsorship

IBT 362 — Golf Tournament

IBT 89 — Scholarship

Idaho AFL-CIO — Convention/Conference

Indiana State AFL-CIO —
Convention/Conference

International Association of Machinists
and Aerospace Workers —
Golf Tournament

IUOE 3 — Golf Tournament

IUOE 882 — Scholarship

IUPAT DC 16 — Golf Tournament

Jobs with Justice Education Fund —
Contribution

L.I. Federation of Labor —
Golf Tournament

Labor Council for Latin America
Advancement — Convention/Conference

LIUNA 183 — Sponsorship

LIUNA 270 — Sponsorship

LIUNA 300 — Scholarship

LIUNA 368 — Scholarship

Mainland Nova Scotia Building
Trades — Golf Tournament

National Council of Postal Credit
Unions — Convention/Conference

National Sheriffs' Association —
Convention/Conference

New Brunswick Federation of
Labour — Scholarship

New Jersey Building and Construction
Trades — Convention/Conference

New Jersey State AFL-CIO —
Convention/Conference

New York Credit Union Association —
Convention/Conference

New York State Pipe Trades
Association — Convention/Conference

Niagara-Orleans CLC — Scholarship

North Carolina State AFL-CIO —
Convention/Conference

Nova Scotia Federation of Labour —
Contribution & Scholarship

Ohio Association of Public School
Employees Northeast District —
Convention/Conference

Pennsylvania Building and Construction
Trades — Contribution in support of their
Central Apprentice Program

Quad NB — Convention/Conference

Rochester Chapter, CUA of NY — Raffle

SEIU 1 — Scholarship

Shoals Chapter of Credit Unions —
Sponsorship

South Carolina AFL-CIO — Scholarship

Tarrant County CLC, AFL-CIO —
Sponsorship

Teamsters Joint Council 7 —
Sponsorship

Teamsters Joint Council 73 —
Golf Tournament

Tennessee AFL-CIO —
Convention/Conference

The Workers Circle — Sponsorship

UFCW 1529 — Golf Tournament

UFCW 175 & 633 — Scholarship

UFCW 555 — Golf Tournament

UFCW 700 — Golf Tournament

UFCW 75 — Golf Tournament

UFCW Local 1 — Golf Tournament

Union Sportsmen's Alliance — Various
Sponsorships & Contributions

Washington State Labor Council —
Convention/Conference

West Virginia University
Foundation — Contribution

Writers Guild of America West —
Strike Support

New Associates Per Manager

SA

NAME	#	SGA	NAME	#	SGA	NAME	#	SGA
Nathalia Hernandez	3	Beto Quintero	Kelsey Friedler	2	Brett Gryska	Santino Ciocca	2	S-S-Parks-Salvaggi
Aubrie Koll	2	AO	Mohammad Mansouri	2	Kevin Holtz	Calvin Dickherber	2	S-S-Parks-Salvaggi
Asata Walker	2	AO	Brandon Cabeceiras	2	Prata-Wilson	Josiah Talton	2	Michael Vasu
Kasey Garcia	2	AO-Lorence	Lisbeth Vasquez Rodriguez	2	Beto Quintero	Shakresha Parhams	2	Washington-Washington
Pablo Castro Gaulet	2	Sergio Carta	Andrea Silva	2	Jesus Romero	Kawonia Washington	2	Washington-Washington
Ku Khang	2	Desi Dimitrova	Yanell Peguero O'Neal	2	Joseph Rotolo			
Dale Steely	2	Desi Dimitrova	Eli Servais	2	S-S-Bendure-Hartwig			

MGA

NAME	#	SGA	NAME	#	SGA	NAME	#	SGA
Arturo Romero	7	S-S-Parks-Salvaggi	Carlos Navas	4	Quintero-Vidal	Maria Bonilla Borrego	3	Walter Icaza
Jordan Stelzer	7	Matthew Turnquist	Steven King	4	Darcy Schrieber	Aaron Piotrowski	3	Sabrina Lloyd
Carol Fernandez	6	Sergio Carta	Clayton Slaughter	4	Michael Vasu	James Sodan	3	Nick Moore
William Parmeter	6	Brett Gryska	Kingsley Ibeh	3	AO	Daniel Pacheco	3	Beto Quintero
Chilynn Acevedo	5	Fisher-Zuzick	Eno Iftiu	3	AO	Diego Vargas	3	Beto Quintero
Sierra Hartwig	5	S-S-Bendure-Hartwig	Chris La Fond	3	AO	Devin Moore	3	Ralston-Ralston
Dillon Zartman	5	S-S-Bendure-Hartwig	Ashley Rust	3	AO	Fernando Coiran	3	Jesus Romero
Ian Zollos	5	S-S-Parks-Salvaggi	Lalitha Janardhanan	3	Slav Bitman	George Shafiek	3	Darcy Schrieber
Mayra Robles	5	Michael Vasu	Ronald Rivera	3	Cohen-Velasquez	Alexandra Berberich	3	Albert Serur
Tanner West	5	Michael Vasu	Phi Phan	3	Desi Dimitrova	Beau Minnick	3	S-S-Bendure-Hartwig
Mitzi Holmes	5	Washington-Washington	Meredith Woolverton	3	Greg Graham	Tyler Teague	3	S-S-Bendure-Hartwig
Andi Iftiu	4	AO	Jonathan Ballard	3	Brett Gryska	Jacob Krieger	3	S-S-Parks-Salvaggi
Mathew Kahwaji	4	AO	Mitchell McLaughlin	3	Brett Gryska	Joshua McTier	3	Matthew Turnquist
Ashlynn Orng	4	AO	Jessica Specht	3	Brett Gryska	Trevor Hawkins	3	Michael Vasu
David C Williams	4	Simon Arias	Alexander Gomez	3	Kevin Holtz	Tyler Tasa	3	Josh West

GA

NAME	#	SGA	NAME	#	SGA	NAME	#	SGA
Michael Schaefer	5	S-S-Bendure-Hartwig	Emily Klich	2	AO	Julie Morrow	2	Chad Potts
Ashley Applon	5	Washington-Washington	Crystal Mekdarasack	2	AO	Sylwia Faucher	2	Phillip Prata
Justin Neal	4	AO	Richard Sidoti	2	AO	Normaned Arocho Pendas	2	Beto Quintero
Jordan Hamrick	4	Matthew Turnquist	Clayton Friday	2	Simon Arias	Maria Lugo Rincon	2	Beto Quintero
Michele Stewart	3	AO	Kevin Swiatek	2	Arias-Dlabik	Yolamar Picon Mora	2	Jesus Romero
Ryain Lee	3	Simon Arias	Georgia Boquel	2	Ryan Bisanz	Richard Leveille	2	Joseph Rotolo
Nelson Sucre	3	Sergio Carta	Brian Morris	2	Slav Bitman	Brandi Hambleton	2	Brian Schreiter
Amanda Urdaneta	3	Walter Icaza	Charles Gangloff	2	Denis-Michael Catalano	Travis White	2	Brian Schreiter
Roxana Duarte Castillo	3	Beto Quintero	Brenda Giron Rangel	2	Cohen-Velasquez	Zakaria Elgahmi	2	Darcy Schrieber
Cesar Romero Vasquez	3	Beto Quintero	Jose Venegas	2	Cohen-Velasquez	Ashley Wenning	2	S-S-Bendure-Hartwig
Ana Machado Rodriguez	3	Quintero-Vidal	Justin Rydzziel	2	Fisher-Hall	Kevin Beaver	2	S-S-Parks-Salvaggi
Jamie Beuschel	3	Darcy Schrieber	Chandavy Heng	2	Fisher-Zuzick	Troy Henderson	2	S-S-Parks-Salvaggi
Antonio Reyes	3	Albert Serur	Vedran Sudar	2	Fisher-Zuzick	Blake McClain	2	S-S-Parks-Salvaggi
Kian Frost	3	S-S-Bendure-Hartwig	Emily Domanski	2	Greg Graham	Connor O'Donnell	2	S-S-Parks-Salvaggi
Christopher Montoni	3	S-S-Parks-Salvaggi	Christopher Lannon	2	Brett Gryska	Logan Buckley	2	Matthew Turnquist
Luis Almaguer	3	Michael Vasu	Patrina Thomas	2	Brett Gryska	Sara Lantz	2	Matthew Turnquist
Garron Moffett	3	Josh West	Kelly Jones	2	Henderson-Locker	Jessenia Shavlik	2	Matthew Turnquist
Ryan Cummings	2	AO	Alejandro Jardon	2	Sabrina Lloyd	Martin Correa Avila Robb	2	Michael Vasu
Justin Haisha	2	AO	Joseph Sixta	2	Sabrina Lloyd	Gerardo Gonzalez	2	Michael Vasu

NEW ASSOCIATE – \$1,000 contract-to-date new agent

THE MINIMUMS FOR RECOGNITION ARE:
SA & GA – at least two new associates during the month
MGA – at least three new associates during the month
RGA – top three RGAs during the month

This list recognizes SAs, GAs, MGAs and RGAs for the number of new associates under their hierarchy for the month.



CONGRATULATIONS TO THE
ULTIMATE RECRUITING CHAMPIONSHIP WINNERS!

CONTEST WINNERS

LIGHTWEIGHT DIVISION

1 st	Robert Hepler	Washington-Washington	850.0% of Objective
2 nd	Tyler Teague	S-S-Bendure-Hartwig	
3 rd	Evelyn Leon-Perez	Fort Worth Latino Division	

WELTERWEIGHT DIVISION

1 st	Robin Gonzalez	Phillip Waisman	333.3% of Objective
2 nd	Corey Helly	Gigliione-Ackerman	
3 rd	Ryan Slone	Albert Serur	

MIDDLEWEIGHT DIVISION

1 st	Tanner West	Michael Vasu	300.0% of Objective
2 nd	Tami Chaimov	Jamison Weatherspoon	
3 rd	Thor Leighton	Nick Moore	

LIGHT HEAVYWEIGHT DIVISION

1 st	Ashlynn Orng	AO	325.0% of Objective
2 nd	Giovanni Vacca	Tommy Vena	
3 rd	Christopher Hintz	AO	

HEAVYWEIGHT DIVISION

1 st	Eno Iftiu	AO	447.1% of Objective
2 nd	Joseph Tomanovich	AO	
3 rd	Joshua Olin	AO	

UFC WEEKEND GRAND PRIZE DRAWING WINNERS

**LIGHTWEIGHT
DIVISION:**
Vivian Trinh
AO

**WELTERWEIGHT
DIVISION:**
Akram Mirahmadi
Shalamzari
Paz Organization

**MIDDLEWEIGHT
DIVISION:**
Nicholas Chuma
S-S-Bendure-Hartwig
Organization

**LIGHT
HEAVYWEIGHT
DIVISION:**
Luay Ghawi
AO

**HEAVYWEIGHT
DIVISION:**
Steven King
Schrieber Organization

*2nd and 3rd place winners were drawn via drawing.

JUNE COMPANY TOTALS

THE TREND CONTINUES — BEST JUNE IN COMPANY HISTORY!

Sales

- \$26,100,016 Net ALP
- 15.03% growth over June 2022
- 13.32% YTD growth

Recruiting

- 1,527 New Associates
- Agent Count: 10,900

Quality/Reinstatements

- 4,201 Total Policies Conserved
— 3,511 Reinstatements
— 690 Reopens
- Net to Gross: 88%
- 13th-Month Persistency: 81.02%
- 4-Month Retention: 80.01%
- 13th-Month Retention: 62%

Public Relations

- 76,828 leads generated — 21% increase over June 2022
- 596,031 members signed — 40% increase over June 2022
- 14,746 ORI leads received — 19% increase over June 2022



Make Tomorrow Better

– UPDATE –

The Nick Moore Organization donated a total of \$15,000 to two local non-profits as part of our Make Tomorrow Better charitable giving initiative.



Camillus, New York

WG14 Foundation received \$10,000 to continue their mission of providing scholarships to graduating seniors from West Genesee High School. Candidates must be planning to attend a post-secondary institution whether a two or four-year institution or a trade school. Scholarship winners are chosen based on leadership ability, teamwork-oriented qualities, and extracurricular activities in school or their community.



Marlborough, Massachusetts

CSF of Marlborough Dollars for Scholars received a \$5,000 donation. It provides financial assistance to needy residents of Marlborough in their pursuit of higher education, without regard to race, creed, age or sex. Their mission is to assist Marlborough students to meet the ever-increasing costs of college and graduate school through scholarship awards funded by donations.

September is Life Insurance Awareness Month

The Life Insurance Marketing and Research Association (LIMRA) 2023 Insurance Barometer Study was released in May. The Insurance Barometer is an annual study that tracks the perceptions, attitudes, and behaviors of adult consumers in the United States, with a particular focus on life insurance. We've pulled some interesting and helpful statistics for your consideration as we close in on Life Insurance Awareness Month.



THE NEED IS THERE!

The study shows that the need for life insurance is greatest among these consumer segments:

- Households earning less than \$50,000 per year
- Those identifying as Hispanic or Black
- Millennials and Gen Z (ages 18-42)
- Women



WHY DON'T MORE PEOPLE HAVE LIFE INSURANCE?

The top three reasons are the same for uninsured and underinsured consumers:

- They perceive it as too expensive
- They say they have other financial priorities
- They are not sure what to buy



FACT

Overall, life insurance ownership increased from 50% to 52%; however, 21% recognize they don't have enough coverage.

WHAT THIS MEANS

More need and business value exists within our current policy owners.



FACT

Among those who do not have life insurance, 30% (up from 2021) recognize they need it.

WHAT THIS MEANS

The need and the opportunity industry-wide have continued to increase post-COVID.



FACT

In the U.S., Hispanics have lower life insurance ownership than any other racial or ethnic group in the study.

WHAT THIS MEANS

The opportunity is there to help these underserved families. Our Latino Division is in the right place at the right time!



FACT

Only 40% of single mothers own life insurance.

WHAT THIS MEANS

There is a huge opportunity to help single moms provide financial protection for their vulnerable families.



FACT

In 2011, 64% of consumers said they would prefer to buy life insurance in person; by 2020, just 41%, and in 2023, that number has dropped to 29%.

WHAT IT MEANS

How great is it that we can help protect families from wherever we are?

Las 5 Cualidades para Alcanzar el Éxito

ESTAMOS en la mejor compañía del mundo y tenemos la bendición de tener una profesión con mucho futuro que nos permite tener un buen estilo de vida para nuestra familia y nosotros mismos, así como poder mejorar nuestros ingresos mes a mes. Sin embargo, no todos tienen las cualidades y habilidades necesarias para tener éxito en esta profesión pero, si trabajamos para desarrollar estas áreas, podremos hacerlo.

Antes de embarcarnos en este proyecto, es importante que nos analicemos y humildemente seamos conscientes de que nuestra personalidad esté alineada con las necesidades de esta profesión. De esta forma, podremos trabajar en las áreas con mentoría, disciplina y dedicación.

A continuación, compartiré las 5 cualidades imprescindibles para ser exitoso en AIL/NIL:

1. **Seamos constantes.**
No todos los clientes nos van a decir "sí" la primera vez, ni podemos descuidarlos con el paso del tiempo. Por otro lado, cada año necesitaremos que nuestras ventas aumenten, por lo que tendremos que estar siempre alerta a nuevas oportunidades y cuidar atentamente nuestra cartera. **La mejor forma de mantener esta constancia es con la colección de referidos, porque se ha probado que tienen un índice de 45% de cierre, lo cual ayuda a que nuestra actividad crezca.**

2. **Seamos proactivos.**
Como cualquier empresa, necesitamos renovarnos y estar al día de las nuevas tendencias del mercado. Vivimos en un mundo competitivo en el que no podemos esperar que los clientes vengan a nosotros siempre. Un buen agente y gerente están presentes en plataformas digitales, buscan la satisfacción máxima de sus clientes y se interesan por los nuevos productos que ofrece la empresa. **La compañía nos da la bendición de proporcionar leads pero, como sabemos, es difícil dirigirnos a un grupo demográfico (Mercado Hispano); por ende, necesitamos ser creativos para, junto con los referidos, mantener la actividad.**

3. **Seamos creativos.**
Con el paso del tiempo, se van agotando los círculos en los que un agente se mueve y puede parecer que cerrar nuevas pólizas es todo un reto. Un buen agente tiene que dar rienda suelta a su creatividad para ver oportunidades donde otros no las ven. **Tenemos el mejor análisis de necesidades en el sistema de eApp, además de muchos otros sistemas probados a través de los años que han hecho exitosos a muchos.**

4. **Seamos organizados.**
Como cualquier empleado independiente que no tiene un horario fijo, un agente necesita

organizar su tiempo de forma inteligente para que no se le escape ninguna tarea. Lo ideal es invertir el 80% del tiempo en los clientes y el otro 20% en tareas administrativas. **Los gerentes invierten la mañana en el reclutamiento y las tardes para capacitación y visitar familias.**

5. **Seamos sociables y empáticos.**
Ser agente y gerente implica estar en contacto con la gente, interesarse por sus necesidades y comprender sus preocupaciones. Por eso, un buen agente y gerente tiene que estar en contacto con muchas personas y mostrarse presente de forma recurrente. Si eres una persona que prefiere trabajar frente al ordenador sin que nadie te moleste, **te recomiendo reevaluar y salir de tu zona de confort para que puedas maximizar esta oportunidad.**

Una carrera como agente y gerente requiere de paciencia y perseverancia, pero los resultados pueden ser muy satisfactorios y ofrecer un buen retorno para nosotros profesionalmente y para nuestras familias. Tengamos humildad, disciplina, organización y gratitud, y así esparciremos nuestra Oportunidad Ilimitada. 📞

Angel Martínez
Director de Ventas / Sales Director



The 5 Qualities to Achieve Success

WE are part of the world's best Company and are blessed to have a profession with a great future that allows us to provide a good lifestyle for our families and ourselves, while improving our income month by month. However, not everyone has the qualities and skills to succeed in this profession but if we work to develop in these areas, we can.

Before embarking on this project, it is essential that we analyze ourselves and humbly be aware of whether our personality is aligned with the needs of this profession. In this way, we can work in the areas with mentoring, discipline, and dedication.

I will share the 5 essential qualities to help succeed in AIL/NIL:

1. **Let's be consistent.**
Not all customers will tell us 'yes' the first time, nor can you leave them neglected over time. On the other hand, you will need your sales to increase yearly, so you will always have to be alert to new opportunities and consistently care for your portfolio. **The best way to maintain this consistency is by collecting referrals because it has been proven that they have a 45% closing rate which helps to grow your activity.**

2. **Let's be proactive.**
Like any company, we need to renew ourselves and keep up to date with new market trends. We live in a competitive world where we can't expect customers always to visit us. A good agent and manager are present on digital platforms, seek maximum customer satisfaction, and are interested in the new products offered by the Company. **The Company gives us the blessing of providing leads, but as we know, it is difficult to address a demographic (Hispanic Market); therefore, we need to be creative to maintain the activity together with the referrals.**

3. **Let's be creative.**
Over time, the circles in which an agent moves are exhausted, and it can seem that closing new policies is a challenge. A good agent must unleash his creativity to see opportunities where others do not see them. **We have one of the best needs analysis in the eApp system and other systems tested over the years that have made many successful.**

4. **Let's be organized.**
As an independent contractor, it's the responsibility of agents to organize their time intelligently so they don't miss any tasks. The idea

is to invest 80% of the time in selling or presenting to clients and the other 20% in administrative tasks. **Managers invest the morning in recruitment and the afternoons in training and meeting with families.**

5. **Let's be sociable and empathetic.**
Being an agent and manager means being in touch with people, taking an interest in their needs, and understanding their concerns. Therefore, a good agent and manager must be in contact with many people and be present regularly. If you are a person who prefers to work in front of the computer without anyone bothering you, **I recommend you reevaluate and get out of your comfort zone so that you can maximize this opportunity.**

A career as an agent and manager requires patience and perseverance, but the results can be very satisfactory and offer a good return for us professionally as well as our families. Let us have humility, discipline, organization, and gratitude, and we will spread Opportunity Unlimited. 📞



VETERAN PRODUCER



DANA MARTIN GONZALEZ
ORLANDO, FL

SA



ISABELLA CHACIN
RICHARDSON, TX

ROOKIE PRODUCER



VICTOR GRASSO ZAMBRANO
HOUSTON, TX

GA



ANA MACHADO RODRIGUEZ
ORLANDO, FL

VETERAN MGA



TALEB JAMMOUL HAJALI
DORAL, FL

ROOKIE MGA



MARIA BONILLA BORREGO
DORAL, FL

RGA



TALEB JAMMOUL HAJALI
DORAL, FL

TOP LATINO MARKET VETERAN INDIVIDUAL PRODUCERS: JUNE

Rank		Net ALP	NTG	RET	MGA	SGA
1	Dana Martin Gonzalez	\$17,168		90.6	Aldo Ramirez Marinelli	Quintero-Vidal
2	Omaira Garces Ramonez	\$9,641		84.2	Hector Luque	Quintero-Vidal
3	Betania Maury Cermeno	\$8,552		78.2	Taleb Jammoul Hajali	Walter Icaza
4	Maria Lugo Rincon	\$8,420		89.4	Caritza Rojas	Beto Quintero
5	Cesar Romero Vasquez	\$7,485		82.6	Daniel Pacheco	Beto Quintero

TOP LATINO MARKET ROOKIE INDIVIDUAL PRODUCERS: JUNE

Rank		Net ALP	NTG	RET	MGA	SGA
1	Victor Grasso Zambrano	\$23,078	90		Augusto Arango	Jesus Romero
2	Yohely Ruiz Medina	\$21,777	100		Daniela Rangel	Walter Icaza
3	Adolfo Guedez Banezca	\$21,723	97		Daniel Pacheco	Beto Quintero
4	Pablo Castro Gaulet	\$21,358		86.9	Carol Fernandez	Sergio Carta
5	Karina Moran	\$19,362	95		Ileana Tineo	Zaida Ferrer

TOP LATINO MARKET SUPERVISING AGENTS: JUNE

Rank		1st 6 Mo Agt	Net ALP	NTG	RET	MGA	SGA
1	Isabella Chacin	\$41,144	\$44,328	98		Ileana Tineo	Zaida Ferrer
2	Lisbeth Vasquez Rodriguez	\$27,935	\$38,958	95		Daniel Pacheco	Beto Quintero
3	Eleisa Carlino Andrea	\$27,348	\$39,571		85.0	Caritza Rojas	Beto Quintero
4	Fidel Rivero	\$18,608	\$23,927	100		Ana Naim	Adel Al Choufi Naim
5	Nathalia Hernandez	\$17,675	\$32,843	98		Diego Vargas	Beto Quintero

TOP LATINO MARKET GENERAL AGENTS: JUNE

Rank		1st 6 Mo Agt	Net ALP	NTG	RET	MGA	SGA
1	Ana Machado Rodriguez	\$54,172	\$76,644	96		Carlos Navas	Quintero-Vidal
2	Nelson Sucre	\$46,210	\$86,846	91		Carol Fernandez	Sergio Carta
3	Maria Lugo Rincon	\$44,953	\$64,568		89.4	Caritza Rojas	Beto Quintero
4	Cesar Romero Vasquez	\$37,903	\$55,516		86.0	Daniel Pacheco	Beto Quintero
5	Angel Marquez	\$36,608	\$50,083	98		Taleb Jammoul Hajali	Walter Icaza

TOP LATINO MARKET VETERAN MASTER GENERAL AGENTS: JUNE

Rank		Growth %	Net ALP	Bench	NTG	RET	SGA
1	Taleb Jammoul Hajali	263.3%	\$221,853	\$61,068		79.2	Walter Icaza
2	Augusto Arango	147.8%	\$49,551	\$20,000		80.8	Jesus Romero
3	Carmen Pena Guedez	124.6%	\$44,925	\$20,000		88.4	Jesus Romero

TOP LATINO MARKET ROOKIE MASTER GENERAL AGENTS: JUNE

Rank		PF %	1st 6 MO Agt	Bench	NTG	RET	SGA
1	Maria Bonilla Borrego	316.8%	\$63,369	\$20,000		80.9	Walter Icaza
2	Carlos Navas	228.4%	\$45,674	\$20,000		85.0	Quintero-Vidal
3	Alejandra Larez Morales	222.0%	\$44,403	\$20,000		84.4	Jesus Romero

TOP LATINO MARKET REGIONAL GENERAL AGENTS: JUNE

Rank		Growth %	Net ALP	Bench	NTG	RET	SGA
1	Taleb Jammoul Hajali	245.8%	\$69,152	\$20,000		79.8	Walter Icaza
2	Carmen Pena Guedez	112.8%	\$79,703	\$37,461		82.4	Jesus Romero
3	Daniel Pacheco	61.3%	\$60,694	\$37,639		85.7	Beto Quintero

TOP LATINO MARKET VETERAN INDIVIDUAL PRODUCERS: YTD

Rank		Net ALP	NTG	RET	MGA	SGA
1	Omaira Garces Ramonez	\$104,362		84.2	Hector Luque	Quintero-Vidal
2	Dana Martin Gonzalez	\$81,744		90.6	Aldo Ramirez Marinelli	Quintero-Vidal
3	Victor Romero	\$68,401		77.2	Taleb Jammoul Hajali	Walter Icaza
4	Lisbeth Vasquez Rodriguez	\$65,299		88.0	Daniel Pacheco	Beto Quintero
5	Roxie Soto	\$50,843		80.2	Astrid Ebner	Beto Quintero

TOP LATINO MARKET ROOKIE INDIVIDUAL PRODUCERS: YTD

Rank		Net ALP	NTG	RET	MGA	SGA
1	Carol Fernandez	\$131,169	97		Carol Fernandez	Sergio Carta
2	Pablo Castro Gaulet	\$115,075		86.9	Carol Fernandez	Sergio Carta
3	Juneth Zambrano De Grasso	\$82,849	87		Augusto Arango	Jesus Romero
4	Nelson Sucre	\$68,145		75.7	Carol Fernandez	Sergio Carta
5	Victor Grasso Zambrano	\$58,628	90		Augusto Arango	Jesus Romero

TOP LATINO MARKET GENERAL AGENTS: YTD

Rank		1st 6 Mo Agt	Net ALP	NTG	RET	MGA	SGA
1	Paola Asaro Avila	\$144,484	\$189,149	93		Aldo Ramirez Marinelli	Quintero-Vidal
2	Angel Marquez	\$144,442	\$177,788	98		Taleb Jammoul Hajali	Walter Icaza
3	Nelson Sucre	\$133,230	\$406,539	91		Carol Fernandez	Sergio Carta
4	Luis Alvarez	\$121,935	\$168,472	93		Alejandra Larez Morales	Jesus Romero
5	Ana Machado Rodriguez	\$121,790	\$177,903	96		Carlos Navas	Quintero-Vidal

TOP LATINO MARKET VETERAN MASTER GENERAL AGENTS: YTD

Rank		Growth %	Net ALP	Bench	NTG	RET	SGA
1	Carmen Pena Guedez	149.9%	\$340,459	\$136,233		88.4	Jesus Romero
2	Taleb Jammoul Hajali	136.6%	\$980,700	\$414,457		79.2	Walter Icaza
3	Augusto Arango	117.5%	\$260,973	\$120,000		80.8	Jesus Romero

TOP LATINO MARKET ROOKIE MASTER GENERAL AGENTS: YTD

Rank		PF %	1st 6 MO Agt	Bench	NTG	RET	SGA
1	Maria Bonilla Borrego	200.8%	\$240,989	\$120,000		80.9	Walter Icaza
2	Jose Heredia	195.5%	\$234,586	\$120,000	88		Jesus Romero
3	Carlos Navas	183.0%	\$219,643	\$120,000		85.0	Quintero-Vidal

TOP LATINO MARKET REGIONAL GENERAL AGENTS: YTD

Rank		Growth %	Net ALP	Bench	NTG	RET	SGA
1	Daniel Pacheco	278.0%	\$728,063	\$192,623		85.7	Beto Quintero
2	Carmen Pena Guedez	141.4%	\$289,737	\$120,000		82.4	Jesus Romero
3	Taleb Jammoul Hajali	119.8%	\$334,204	\$152,046		79.8	Walter Icaza



1
HENRY HOLLAND
WILMINGTON, MA



2
AUSTIN TIMMONS
EL PASO, TX



3
JOSEPH SCIRIA
BRUNSWICK, OH



4
CARLOS VASQUEZ
WILLOUGHBY, OH



5
MICHAEL GRUDZIEN
AVON, OH



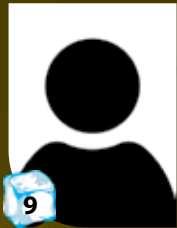
6
FRANKO BILBILI
FORT MYERS, FL



7
HUSSEIN KUTKUT
LAKEWOOD, OH



8
ALEXUS HAWKINS
WEXFORD, PA



9
KOLIN DELIJA
CLEVELAND, OH



10
EDWARD TIONGSON
ALTAMONTE SPRINGS, FL



11
ADRIAN ROBERTSON
HOUSTON, TX



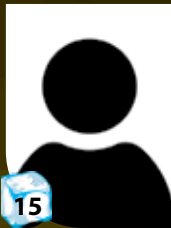
12
CARLEESA PARHAMS
FORT WORTH, TX



13
LOGAN MYNHIER
HOUSTON, TX



14
JASMINE LEON
BREA, CA



15
GREGORY CRIBLEY
WARREN, OH



16
JAMIE CALDWELL
HOUSTON, TX



17
JUSTIN HAISHA
STERLING HEIGHTS, MI



18
JOSHUA MARTINEZ
HOUSTON, TX



19
BRADLEY SULLIVAN
HALIFAX, NS



20
JEREMY BRUCE
SYLVANIA, OH



ICEBREAKERS
YOHELY RUIZ MEDINA
DORAL, FL



ADOLFO GUEDEZ BANEZCA
MIAMI, FL



JAXON BELLAR
CANYON, TX

JUNE

Rank	Net ALP	NTG	RET	MGA	SGA	
1	Henry Holland	\$71,605	97		Alexandra Berberich	Albert Serur
2	Austin Timmons	\$55,233	97		Nick Scordos	AO
3	Joseph Sciria	\$49,725		77.9	Derek Foore	S-S-Parks-Salvaggi
4	Carlos Vasquez	\$44,376	93		Andi Iftiu	AO
5	Michael Grudzien	\$42,728	92		Andi Iftiu	AO
6	Franko Bilbili	\$40,700		90.5	Arif Hajro	AO
7	Hussein Kutkut	\$40,394	91		Andi Iftiu	AO
8	Alexus Hawkins	\$39,897	94		Justin Adams	Simon Arias
9	Kolin Delija	\$37,810	100		Andi Iftiu	AO
10	Edward Tiongson	\$31,302	93		Sean Taylor	Henderson-Locker
11	Adrion Robertson	\$31,254		86.8	Alexandria Greer	Stephen Giddens
12	Carleesa Parhams	\$31,044	96		Mitzi Holmes	Washington-Washington
13	Logan Mynhier	\$30,506		79.8	Seth-Thomas Ordeneaux	Stephen Giddens
14	Jasmine Leon	\$29,949	98		Mark Neilson	AO
15	Gregory Cribley	\$28,649	92		Andi Iftiu	AO
16	Jamie Caldwell	\$27,312		88.9	Clayton Slaughter	Michael Vasu
17	Justin Haisha	\$26,313	86		Mark Dushaj	AO
18	Joshua Martinez	\$24,476	88		Nikola Homesin	Stephen Giddens
19	Bradley Sullivan	\$24,242	91			Satti-Kanaan-Wheeler
20	Jeremy Bruce	\$24,208	95		Andi Iftiu	AO
21	Nicholas Geyer	\$23,831		86.5	Michael Geyer	Simon Arias
22	Marisone Navor	\$23,808		86.0	Kelechi Anele	AO
23	Sean Lewallen	\$23,459		88.6	Justin Sutton	Stephen Giddens
24	Victor Grasso Zambrano	\$23,078	90		Augusto Arango	Jesus Romero
25	Tom Shamon	\$22,980	96		Mark Dushaj	AO
26	Martha Asbell	\$22,794	100		Darrell Asbell	AO
27	Sebastian Frydenberg	\$22,373	97		Sean Taylor	Henderson-Locker
28	Ethan Tolbert	\$22,052		89.6	Steven King	Darcy Schrieber
29	Yohely Ruiz Medina	\$21,777	100		Daniela Rangel	Walter Icaza
30	Adolfo GuedeZ Banezca	\$21,723	97		Daniel Pacheco	Beto Quintero
31	Zachary Schimenz	\$21,560	96		Stella Roznovan	Cohen-Velasquez
32	Kegan Owen	\$21,537	97		Jacob Carter	Phillip Waisman
33	Pablo Castro Gaulet	\$21,358		86.9	Carol Fernandez	Sergio Carta
34	Guillermo Diaz	\$21,027	97		Javier Diaz	Henderson-Locker
35	Harrison Trager	\$20,929	94		Joshua Hosenbold	Henderson-Locker
36	Patrice Charles	\$20,862		88.6	Shereen Catalano	Simon Arias
37	Brittany Rhodes	\$20,464		82.1		Denis-Michael Catalano
38	Dylan Garrett	\$19,941	94		Joshua Hosenbold	Henderson-Locker
39	Jaxon Bellar	\$19,843	98		Mathew Kahwaji	AO
40	Ashley Applon	\$19,719	93		Mitzi Holmes	Washington-Washington
41	Amanda Fox	\$19,437		78.8	Melissa Sidoti	AO
42	Nolan Smith	\$19,371	100		Tanner West	Michael Vasu
43	Karina Moran	\$19,362	95		Ileana Tineo	Zaida Ferrer
44	Ty Burkholder	\$19,022		86.9	Dillon Zartman	S-S-Bendure-Hartwig
45	Dylan Banda	\$19,008	100		Adrienne Bragas	AO
46	Ryan Burns	\$18,856	94		Sean Taylor	Henderson-Locker
47	Alex Cho	\$18,820	88		Andi Iftiu	AO
48	Maria Spina	\$18,652	96		Hasan Ghazal	Satti-Kanaan-Wheeler
49	Marvin Bolden	\$18,581		76.0	Michele Stewart	AO
50	Brandon Underwood	\$18,573	100			Chad Potts

YTD

Rank	Net ALP	NTG	RET	MGA	SGA	
*1	Franko Bilbili	\$347,614		90.5	Arif Hajro	AO
*2	Alexus Hawkins	\$208,295	94		Justin Adams	Simon Arias
*3	Austin Timmons	\$201,905	97		Nick Scordos	AO
*4	Hussein Kutkut	\$184,275	91		Andi Iftiu	AO
*5	Alex Cho	\$154,204	88		Andi Iftiu	AO
*6	Nicholas Llewellyn	\$150,791	90		Mario Hajro	AO
*7	Damian Woods	\$150,638		81.9	Carrington Hanna	AO
*8	Michael Grudzien	\$141,341	92		Andi Iftiu	AO
*9	Anthony Ruggiero	\$136,621	94		Bledar Bane	AO
*10	Ashley Applon	\$135,672	93		Mitzi Holmes	Washington-Washington
11	Carol Fernandez	\$131,169	97		Carol Fernandez	Sergio Carta
12	Henry Holland	\$130,618	97		Alexandra Berberich	Albert Serur
13	Sebastian Frydenberg	\$127,846	97		Sean Taylor	Henderson-Locker
14	Edon Nevzadi	\$125,465	89		Arif Hajro	AO
15	Montzer Alwatan	\$123,280	95		Joseph Gojcaj	AO
16	Christina Konstanzer	\$122,898		82.7	Joseph Crivelli	Simon Arias
17	Alex Tran	\$120,422	82		Braydon Cameron	Simon Arias
18	Joseph Sciria	\$119,325		77.9	Derek Foore	S-S-Parks-Salvaggi
19	Crystal Mekdarasack	\$117,850	91		Tyler Lan	AO
20	Pablo Castro Gaulet	\$115,075		86.9	Carol Fernandez	Sergio Carta
21	Diana Cruz	\$113,330	91		Chilynn Acevedo	Fisher-Zuzick
22	Brandon Freeman	\$113,037		82.5	Tristan Smith	Simon Arias
23	Ali Saad	\$112,899	91		Joseph Gojcaj	AO
24	Bradley Sullivan	\$112,773	91			Satti-Kanaan-Wheeler
25	Patrice Charles	\$112,463		88.6	Shereen Catalano	Simon Arias
26	Edward Tiongson	\$111,233	93		Sean Taylor	Henderson-Locker
27	Justin Haisha	\$110,574	86		Mark Dushaj	AO
28	Tomlin Douglas	\$107,197	81		Juan Leonardo	Giglione-Ackerman
29	Timothy Stone	\$104,525	86		Weena Centeno-Wade	Greg Graham
30	Carissa Saad	\$102,191	98		Arturo Romero	S-S-Parks-Salvaggi
31	Alexander Pham	\$101,720		75.6	Alan Sedaghat	AO
32	Adrian Horsham	\$94,713	92		Chad McLaughlin	Henderson-Locker
33	Ethan Tolbert	\$91,416		89.6	Steven King	Darcy Schrieber
34	Justin Dunbar	\$88,696	91		Andi Iftiu	AO
35	Torian Fields	\$88,158	90		Ashley Rust	AO
36	Tayari Otis	\$87,506		79.1	Joshua Hosenbold	Henderson-Locker
37	Michael Chapman	\$87,322	93		Steven King	Darcy Schrieber
38	April Ross	\$87,005		87.0	Brandon Minor	AO
39	Ty Burkholder	\$86,811		86.9	Dillon Zartman	S-S-Bendure-Hartwig
40	Michael Dejesus	\$86,661		90.8	Bruno Nuro	AO
41	Connor Koy	\$86,211		77.1	Connor Koy	Kevin Holtz
42	Troy Henderson	\$85,484		81.1	William Thomas	S-S-Parks-Salvaggi
43	Leonard Pataca	\$84,871		90.2	Mark Dushaj	AO
44	Robin Collier	\$84,693		85.6	Ahmed Elagrab	Greg Graham
45	Luis Holguin-Juarez	\$84,626	89		Andi Iftiu	AO
46	Sergio Hernandez	\$83,498	90		Joshua Hosenbold	Henderson-Locker
47	Verna Willbur	\$83,169	91		Dianka Blash	AO
48	Marisone Navor	\$83,022		86.0	Kelechi Anele	AO
49	Juneth Zambrano De Grasso	\$82,849	87		Augusto Arango	Jesus Romero
50	Jeremy Bruce	\$82,618	95		Andi Iftiu	AO

An IceBreaker is a Producer who made his/her first sale in the last 2 calendar months. We will recognize all IceBreakers in the Top 20 Rookie Producers list for the month, as well as the next Top 3 in this category.

TPC = 2023 Top Producer Council Member



1
DANIEL PARAVISINI
GRANDVIEW, MO



2
OLEG NOVITCHII
BRUNSWICK, OH



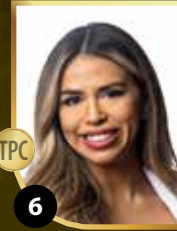
3
NOOR MUSLEH
BRUNSWICK, OH



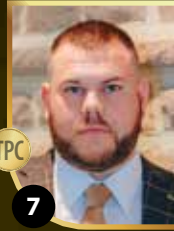
4
JIHAD OTTALLAH
BRUNSWICK, OH



5
FIRAT UCAR
CANFIELD, OH



6
CARMEN ARROYO
LONG ISLAND CITY, NY



7
JOSHUA DISHONG
COLUMBUS, OH



8
AREF SAYEGH
HALIFAX, NS



9
MICHELE STEWART
SAN DIEGO, CA



10
SCOTT WHITFORD
MEDIA, PA



11
DAOUD NASER
BRUNSWICK, OH



12
DAMON STROUP
TRACY, CA



13
MICHAEL VAN DELFT
HALIFAX, NS



14
NIKOLLA LULGJURAJ
ROCHESTER, MI



15
SHARIF GRAYS
SAN DIEGO, CA



16
ABRAHAM MOGILEVSKY
DULUTH, GA



17
ROGER FUNG
TRACY, CA



18
BLAIR SHEPPARD
SALMON COVE, NL



19
DALTON CASSAVOY
WASHINGTON, MI



20
VANESSA RODRIGUEZ
LONG ISLAND CITY, NY

JUNE

Rank	Net ALP	NTG	RET	MGA	SGA
1	Daniel Paravisini	\$218,930	91.4	Daniel Li	AO
2	Oleg Novitchii	\$150,256	82.9	Oleg Novitchii	S-S-Parks-Salvaggi
3	Noor Musleh	\$80,488	84.9	Matthew Conrad	S-S-Parks-Salvaggi
4	Jihad Ottallah	\$74,377	87.7	Matthew Conrad	S-S-Parks-Salvaggi
5	Firat Ucar	\$58,553	89.3	Bledar Bane	AO
6	Carmen Arroyo	\$54,496	87.1	Carmen Arroyo	Theodore Pappas
7	Joshua Dishong	\$51,866	81.7	Joshua Dishong	S-S-Bendure-Hartwig
8	Aref Sayegh	\$49,944	91.6		Satti-Kanaan-Wheeler
9	Michele Stewart	\$49,182	80.2	Michele Stewart	AO
10	Scott Whitford	\$47,950	83.6	Alberto Alcalá	Ryan Bisanz
11	Daoud Naser	\$43,910	86.9	Matthew Conrad	S-S-Parks-Salvaggi
12	Damon Stroup	\$40,720	85.5		Mathew Hart
13	Michael van Delft	\$39,851	86.3		Satti-Kanaan-Wheeler
14	Nikolla Lulgjuraj	\$37,553	91.3	Mark Dushaj	AO
15	Sharif Grays	\$35,513	83.8		Cindy Furer
16	Abraham Mogilevsky	\$35,292	83.4	Tami Chaimov	Jamison Weatherspoon
17	Roger Fung	\$34,157	82.4	Roger Fung	Mathew Hart
18	Blair Sheppard	\$32,889	85.6	Brandon Summerton	AO
19	Dalton Cassavoy	\$30,358	90.5	Jozef Tinaj	AO
20	Vanessa Rodriguez	\$30,325	80.1	Tristian Haynes	Pappas-Akuamo
21	Alipate Makau	\$30,322	87.2	Mele Makau	Steve Friedlander
22	Max Quasem	\$30,180	88.5		Cohen-Velasquez
23	Arjan Sopoti	\$29,828	78.8		Cindy Furer
24	Jennifer Savino	\$29,806	91.0	Cody Gardner	Albert Serur
25	Lily Sakai	\$29,769	88.5		Cohen-Velasquez
26	Silas Merkel	\$29,255	82.1	Derek Foore	S-S-Parks-Salvaggi
27	Mariam Alabi	\$28,219	80.4	Phillip Rigoli	Nick Moore
28	Cash Sampson	\$27,183	87.8		AO
29	Jordon Graham	\$26,557	93.3	Zach Otto	Sabrina Lloyd
30	Kevin Ishikane	\$26,248	91.8	Blake Higuchi	AO
31	Austin Rockall	\$26,068	79.8	Sara Vaz	AO
32	Michael Giachetti	\$25,726	78.4	Michael Giachetti	S-S-Parks-Salvaggi
33	Nathan Labranche	\$25,595	90.7	Jozef Tinaj	AO
34	Meardey Kim	\$25,483	84.4	Yussuf El-Zein	AO
35	Joshua Notte	\$24,938	90.6	Daniel Prinzo	S-S-Parks-Salvaggi
36	Brandon Neal	\$24,870	90.0	Troy Plummer	AO
37	Roger Fredericks	\$23,645	76.6	Adrienne Bragas	AO
38	Kevin Beaver	\$23,475	91.2	Jacob Krieger	S-S-Parks-Salvaggi
39	Endy Suriel	\$23,034	77.5	Jeffrey Espinal	Theodore Pappas
40	Carly Ferraro	\$23,023	92.1	Matthew Conrad	S-S-Parks-Salvaggi
41	Roydon Riki	\$22,645	85.7	Aaron Friedlander	Steve Friedlander
42	Salaur Khorrami	\$22,459	83.1	Zackarea Hakim	AO
43	Alex Miller	\$22,386	80.8		Cohen-Velasquez
44	Damaris Trejo	\$22,345	77.7	Zach Otto	Sabrina Lloyd
45	Kurt Evans	\$22,331	92.7	Kurt Evans	Josh West
46	Oludoyin Omolaja	\$22,288	81.7		Phillip Waisman
47	Kevin Musai	\$22,277	93.2	Andi Iftiu	AO
48	Kashala Guiden	\$22,252	84.7	Zach Otto	Sabrina Lloyd
49	Derrick Mason	\$22,007	89.5	Derrick Mason	Chad Deley
50	Paige Zuzick	\$21,873	78.1	Paige Zuzick	Fisher-Zuzick

ALL TIME RECORD: \$313,990 Net ALP — DANIEL PARAVISINI

YTD

Rank	Net ALP	NTG	RET	MGA	SGA
*1	Daniel Paravisini	\$879,680	91.4	Daniel Li	AO
*2	Firat Ucar	\$747,464	89.3	Bledar Bane	AO
*3	Oleg Novitchii	\$391,933	82.9	Oleg Novitchii	S-S-Parks-Salvaggi
*4	Joshua Dishong	\$381,528	81.7	Joshua Dishong	S-S-Bendure-Hartwig
*5	Carmen Arroyo	\$332,413	87.1	Carmen Arroyo	Theodore Pappas
*6	Marshall Fernandez	\$319,763	84.3	Marshall Fernandez	AO
*7	Nikolla Lulgjuraj	\$282,535	91.3	Mark Dushaj	AO
*8	Scott Whitford	\$248,031	83.6	Alberto Alcalá	Ryan Bisanz
*9	Roger Fung	\$239,338	82.4	Roger Fung	Mathew Hart
*10	Salaur Khorrami	\$234,286	83.1	Zackarea Hakim	AO
11	Michael van Delft	\$224,649	86.3		Satti-Kanaan-Wheeler
12	Jihad Ottallah	\$219,663	87.7	Matthew Conrad	S-S-Parks-Salvaggi
13	Brandon Bennett	\$207,965	88.1	Brandon Bennett	Simon Arias
14	Abraham Mogilevsky	\$207,278	83.4	Tami Chaimov	Jamison Weatherspoon
15	Michele Stewart	\$199,273	80.2	Michele Stewart	AO
16	Ervin Metaj	\$197,127	80.2	Taulant Bane	AO
17	Muhammed Ashraf	\$195,337	90.8	Muhammed Ashraf	Theodore Pappas
18	Noor Musleh	\$195,273	84.9	Matthew Conrad	S-S-Parks-Salvaggi
19	Kristi Basho	\$194,904	91.8	Kristi Basho	AO
20	Silas Merkel	\$190,373	82.1	Derek Foore	S-S-Parks-Salvaggi
21	Aref Sayegh	\$190,220	91.6		Satti-Kanaan-Wheeler
22	Damon Stroup	\$189,727	85.5		Mathew Hart
23	Kevin Ishikane	\$189,495	91.8	Blake Higuchi	AO
24	Kevin Musai	\$186,890	93.2	Andi Iftiu	AO
25	Alvin Ali	\$179,707	86.9		Andrew McQuade
26	Lily Sakai	\$179,671	88.5		Cohen-Velasquez
27	Damaris Trejo	\$177,393	77.7	Zach Otto	Sabrina Lloyd
28	Blair Sheppard	\$176,708	85.6	Brandon Summerton	AO
29	Ian Pickett	\$176,077	85.9	Bobby Gujral	AO
30	Ardian Gojcaj	\$173,315	86.5	Mark Dushaj	AO
31	Rea Lynch	\$169,674	85.2	Rea Lynch	AO
32	Arturo Romero	\$165,633	81.0	Arturo Romero	S-S-Parks-Salvaggi
33	Serge Brouillette	\$164,667	80.6	Serge Brouillette	AO
34	Meenakshi Chavis	\$157,799	81.3		Andrew McQuade
35	Aaron Ebel	\$152,209	87.8	Arif Hajro	AO
36	Alexandra Longo	\$151,841	91.2	Alexandra Longo	Hart-Lewicki
37	Justin Neal	\$145,637	83.4	Mathew Kahwaji	AO
38	Joey Kennedy	\$145,057	87.4	Bobby Hamilton	AO
39	Sharif Grays	\$144,507	83.8		Cindy Furer
40	Bruno Nuro	\$142,802	84.3	Taulant Bane	AO
41	Max Quasem	\$142,153	88.5		Cohen-Velasquez
42	Ashley Mysza	\$141,114	82.2	Matthew Hunsberger	Tommy Vena
43	Michael Ellis	\$140,691	85.2	Michael Ellis	AO
44	Alex Miller	\$140,317	80.8		Cohen-Velasquez
45	Bryan Juskiw	\$138,596	87.1	Bryan Juskiw	S-S-Bendure-Hartwig
46	Andrea V Laurent	\$136,561	95.1	Justin Adams	Simon Arias
47	Nick Scordos	\$136,153	88.8	Nick Scordos	AO
48	Dmitry Pendro	\$136,010	87.0	Joseph Crivelli	Simon Arias
49	Panaris Bregu	\$134,629	91.5	Andi Iftiu	AO
50	Dillon Zartman	\$134,449	84.8	Dillon Zartman	S-S-Bendure-Hartwig

ALL TIME RECORD: \$1,362,471 Net ALP — DANIEL PARAVISINI

LIFETIME RECORD: \$5,380,023 Net ALP — JOSHUA DISHONG 06/30/23

SUPERVISING AGENTS



1 SHAKRESHA PARHAMS
FORT WORTH, TX



2 ISABELLA CHACIN
RICHARDSON, TX



3 ALEX CHO
CLEVELAND, OH



4 COLTEN RICE
BRUNSWICK, OH



5 CARLOS VASQUEZ
WILLOUGHBY, OH



6 MONTZER ALWATAN
SOUTHGATE, MI



7 LISBETH VASQUEZ RODRIGUEZ
MIAMI, FL



8 ELEISA CARLINO ANDREA
MIAMI, FL



9 MARIO LOZOYA
SCHAUMBURG, IL



10 CALVIN DICKHERBER
BRUNSWICK, OH

JUNE

Rank	1st 6 Mo Agt	Net ALP	NTG	RET	MGA	SGA	
1	Shakresha Parhams	\$58,668	\$69,521	96	Mitzi Holmes	Washington-Washington	
2	Isabella Chacin	\$41,144	\$44,328	98	Ileana Tineo	Zaida Ferrer	
3	Alex Cho	\$38,318	\$71,968	89	Andi Iftiu	AO	
4	Colten Rice	\$35,063	\$39,182	94	Ian Zollos	S-S-Parks-Salvaggi	
5	Carlos Vasquez	\$32,720	\$52,696	100	Andi Iftiu	AO	
6	Montzer Alwatan	\$28,574	\$37,317	91	Joseph Gojcaj	AO	
7	Lisbeth Vasquez Rodriguez	\$27,935	\$38,958	95	Daniel Pacheco	Beto Quintero	
8	Eleisa Carlino Andrea	\$27,348	\$39,571		85.0	Caritza Rojas	Beto Quintero
9	Mario Lozoya	\$26,055	\$30,563	83	Michael Jang	Sabrina Lloyd	
10	Calvin Dickherber	\$25,456	\$41,103		83.5	Jacob Krieger	S-S-Parks-Salvaggi
11	Kawonia Washington	\$24,854	\$34,231	97	Mitzi Holmes	Washington-Washington	
12	Cole Bramhall	\$24,817	\$38,463	95	Andi Iftiu	AO	
13	Santino Ciocca	\$24,769	\$29,722	94	Ian Zollos	S-S-Parks-Salvaggi	
14	John Rings	\$23,120	\$25,482	91	Nathan Frahm	Arias-Dlabik	
15	Russel Brooks-Martin	\$22,987	\$36,041	99	Tanner West	Michael Vasu	
16	Wilver Tappo	\$22,697	\$24,099	100	Steven King	Darcy Schriber	
17	Samantha Dorrough	\$21,602	\$27,943	95	Michele Stewart	AO	
18	Vaughn Gray	\$21,116	\$29,264	90	Michele Stewart	AO	
19	Brian Colarusso	\$20,159	\$24,954	95	Spencer Kozej	Simon Arias	
20	Alejandra Maldonado	\$19,750	\$20,376	87	Priscilla Blanco	Desi Dimitrova	

ALL TIME RECORDS: \$192,431 1st 6 Mo Agt — MORGAN EVANS | \$195,384 Net ALP — LINO STRUSSIONE

GENERAL AGENTS



1 KOLIN DELIJA
CLEVELAND, OH



2 ASHLEY APPLON
FORT WORTH, TX



3 ANTONIO REYES
WILMINGTON, MA



4 TYLER MCKNIGHT
MERIDIAN, ID



5 MICHAEL SCHAEFER
COLUMBUS, OH



6 MOHAMED ALJAHMI
DEARBORN, MI



7 CHRISTOPHER MONTONI
BRUNSWICK, OH



8 ANA MACHADO RODRIGUEZ
ORLANDO, FL



9 KELLY JONES
ALTA MONTONE SPRINGS, FL



10 MARTIN CORREA AVILA ROBB
HOUSTON, TX

JUNE

Rank	1st 6 Mo Agt	Net ALP	NTG	RET	MGA	SGA	
1	Kolin Delija	\$184,372	\$264,482	97	Andi Iftiu	AO	
2	Ashley Applon	\$129,883	\$156,585	97	Mitzi Holmes	Washington-Washington	
3	Antonio Reyes	\$105,329	\$140,251	92	Alexandra Berberich	Albert Serur	
4	Tyler McKnight	\$79,576	\$117,001		79.6	Mark Neilson	AO
5	Michael Schaefer	\$65,141	\$73,787	96	Sierra Hartwig	S-S-Bendure-Hartwig	
6	Mohamed Aljahmi	\$57,778	\$91,387	91	Joseph Gojcaj	AO	
7	Christopher Montoni	\$56,290	\$76,640	88	Ian Zollos	S-S-Parks-Salvaggi	
8	Ana Machado Rodriguez	\$54,172	\$76,644	96	Carlos Navas	Quintero-Vidal	
9	Kelly Jones	\$47,284	\$51,787	95	Jordan Brown	Henderson-Locker	
10	Martin Correa Avila Robb	\$46,356	\$55,272	91	Tanner West	Michael Vasu	
11	Nelson Sucre	\$46,210	\$86,846	91	Carol Fernandez	Sergio Carta	
12	Joshua Butrey	\$46,017	\$82,399	91	Ian Zollos	S-S-Parks-Salvaggi	
13	Justin Neal	\$45,196	\$84,246	93	Mathew Kahwaji	AO	
14	Maria Lugo Rincon	\$44,953	\$64,568		89.4	Caritza Rojas	Beto Quintero
15	Justin Haisha	\$44,639	\$56,631	97	Mark Dushaj	AO	
16	Cesar Romero Vasquez	\$37,903	\$55,516		86.0	Daniel Pacheco	Beto Quintero
17	Torian Fields	\$37,428	\$37,428	93	Ashley Rust	AO	
18	Angel Marquez	\$36,608	\$50,083	98	Taleb Jammoul Hajali	Walter Icaza	
19	Luis Almaguer	\$36,444	\$41,326	98	Clayton Slaughter	Michael Vasu	
20	Zayd Alwawi	\$35,725	\$44,461	97	Brandon Gamagami	Arias-Dlabik	

ALL TIME RECORDS: \$393,567 1st 6 Mo Agt — MEGAN JOHNSON | \$437,263 Net ALP — MEGAN JOHNSON

YTD

Rank	1st 6 Mo Agt	Net ALP	NTG	RET	MGA	SGA	
*1	Mohamed Aljahmi	\$529,614	\$701,499	91	Joseph Gojcaj	AO	
*2	Christopher Montoni	\$330,617	\$416,561	88	Ian Zollos	S-S-Parks-Salvaggi	
*3	Zakaria Elgahmi	\$322,395	\$564,849	91	Steven King	Darcy Schriber	
*4	Joshua Butrey	\$254,177	\$381,769	91	Ian Zollos	S-S-Parks-Salvaggi	
*5	Ashley Applon	\$252,915	\$349,463	97	Mitzi Holmes	Washington-Washington	
6	Ethan Tolbert	\$240,475	\$452,605	94	Steven King	Darcy Schriber	
7	Tyler McKnight	\$197,776	\$426,852		79.6	Mark Neilson	AO
8	Alejandro Jardon	\$186,969	\$259,616	92	Parveen Lakhani	Sabrina Lloyd	
9	Kolin Delija	\$184,405	\$264,515	97	Andi Iftiu	AO	
10	Damaris Trejo	\$172,298	\$417,452	89	Zach Otto	Sabrina Lloyd	
11	Crystal Mekdarasack	\$166,593	\$170,594	89	Tyler Lan	AO	
12	Nicole Bolognesi	\$160,292	\$210,683		82.5	Jorge Toribio	Theodore Pappas
13	Antonio Reyes	\$159,731	\$255,554	92	Alexandra Berberich	Albert Serur	
14	Justin Haisha	\$153,350	\$169,250	97	Mark Dushaj	AO	
15	Nicholas Beyer	\$152,093	\$409,110	97	Zach Otto	Sabrina Lloyd	
16	Jordan Hamrick	\$146,483	\$233,884		79.5	Jordan Stelzer	Matthew Turnquist
17	Paola Asaro Avila	\$144,484	\$189,149	93	Aldo Ramirez Marinelli	Quintero-Vidal	
18	Angel Marquez	\$144,442	\$177,788	98	Taleb Jammoul Hajali	Walter Icaza	
19	Brady Basinger	\$142,615	\$259,555	88	Nicholas Chuma	S-S-Bendure-Hartwig	
20	Kelly Jones	\$139,733	\$166,197	95	Jordan Brown	Henderson-Locker	

ALL TIME RECORDS: \$2,035,593 1st 6 Mo Agt — MEGAN JOHNSON | \$2,371,416 Net ALP — JOZEF TINAJ

CATEGORIES I–XII



MARK DUSHAJ
WASHINGTON, MI



JENNY KIM
MILPITAS, CA



ZACKAREA HAKIM
BOTHELL, WA



BLEDAR BANE
WESTLAKE, OH



IAN ZOLLOS
BRUNSWICK, OH



ASHLEY RUST
GILBERT, AZ



LUAY GHAWI
OTTAWA, ON



PETER GABRANSKI
WILMINGTON, MA



NICHOLAS CHUMA
COLUMBUS, OH



ANTHONY MAZURKEWICZ
HOUSTON, TX



ANDREW BISHOP
RENTON, WA



BRANDON HUGHES
GILBERT, AZ

LC = 2023 MGA/RGA Leadership Council Member

Spotlight recognizes the top three Master General Agents in Categories I–XXI with minimum 10% growth and the top ten Rookies with minimum 100% Performance Factor. Positive growth will be shown if a category has no qualifier. Figures reflect hierarchy transfer adjustments. The MGAs that will be recognized at the 2023 Awards Presentation are the top MGA per category from Categories I–XX based on Net ALP Growth (minimum 10%). Must have full year comparison benchmark objective to qualify. The YTD Spotlight number may not necessarily reflect that computation. Minimum quality standards apply for recognition.

JUNE						
Category	Growth	Net ALP	Benchmark	NTG	RET	SGA
I Mark Dushaj	174.5%	\$566,349	\$206,315	84.5	AO	
Matthew Conrad	158.6%	\$343,968	\$133,032	87.1	S-S-Parks-Salvaggi	
Mark Neilson	98.9%	\$170,394	\$85,687	81.7	AO	
II Jenny Kim	322.4%	\$103,617	\$24,529	82.3	AO	
Eric Thompson	116.2%	\$228,161	\$105,550	81.3	S-S-Parks-Salvaggi	
III Zackarea Hakim	243.7%	\$111,687	\$32,497	79.9	AO	
Steven King	235.0%	\$238,403	\$71,158	82.2	Darcy Schrieber	
Joseph Crivelli	46.2%	\$184,395	\$126,100	82.1	Simon Arias	
IV Bledar Bane	330.2%	\$86,040	\$20,000	86.0	AO	
Taleb Jammoul Hajali	263.3%	\$221,853	\$61,068	79.2	Walter Icaza	
Jeffrey Espinal	141.0%	\$242,808	\$100,738	81.8	Theodore Pappas	
V Ian Zollos	372.4%	\$188,124	\$39,822	75.8	S-S-Parks-Salvaggi	
Justin Hermann	58.8%	\$76,163	\$47,970	77.5	AO	
Jillian Getz	50.3%	\$82,089	\$54,635	80.1	AO	
VI Ashley Rust	357.8%	\$123,118	\$26,892	80.6	AO	
Aaron Piotrowski	112.9%	\$105,729	\$49,669	77.8	Sabrina Lloyd	
Mike Paragiou	112.0%	\$144,858	\$68,345	84.6	S-S-Parks-Salvaggi	
VII Luay Ghawi	131.6%	\$46,320	\$20,000	83.5	AO	
Carlo Buhay	105.6%	\$65,819	\$32,009	84.8	AO	
Daniel Pacheco	80.5%	\$102,054	\$56,554	80.6	Beto Quintero	
VIII Peter Gabranski	257.5%	\$92,743	\$25,945	80.9	Albert Serur	
Nick Scordos	117.1%	\$96,456	\$44,426	76.1	AO	
Adem Abdula	101.7%	\$55,341	\$27,437	77.8	Gigliione-Ackerman	
IX Nicholas Chuma	132.8%	\$215,568	\$92,602	81.9	S-S-Bendure-Hartwig	
Zachery Kertulis	117.6%	\$54,586	\$25,084	80.2	S-S-Parks-Salvaggi	
Travis Picklesimer	41.9%	\$28,377	\$20,000	82.9	S-S-Bendure-Hartwig	
X Anthony Mazurkewicz	223.6%	\$265,866	\$82,159	75.9	Stephen Giddens	
James Sodan	135.4%	\$74,759	\$31,764	81.4	Nick Moore	
Justin Adams	84.8%	\$75,811	\$41,029	78.9	Simon Arias	
XI Andrew Bishop	183.8%	\$56,761	\$20,000	89.1	AO	
Ed-Maggie Myrthil	102.1%	\$104,953	\$51,930	83.7	Pappas-Akuamoa	
Tanner West	73.8%	\$94,395	\$54,327	83.3	Michael Vasu	
XII Brandon Hughes	95.3%	\$43,597	\$22,323	85.3	AO	
Morgan Lobello	40.9%	\$47,113	\$33,433	80.8	Gigliione-Ackerman	
William Parmeter	24.3%	\$52,045	\$41,854	84.2	Brett Gryska	

ALL TIME RECORD: \$896,627 Net ALP — DAVID CARPENTER

YTD						
Category	Growth	Net ALP	Benchmark	NTG	RET	SGA
I Mark Dushaj	72.9%	\$3,939,207	\$2,278,590	84.5	AO	
Zach Otto	57.7%	\$1,614,639	\$1,023,731	83.0	Sabrina Lloyd	
Eno Iftiu	55.5%	\$2,921,727	\$1,878,525	82.5	AO	
II Jenny Kim	70.3%	\$893,174	\$524,368	82.3	AO	
Clayton Slaughter	30.4%	\$865,389	\$663,524	82.3	Michael Vasu	
Romal Omid	22.8%	\$594,454	\$484,141	77.5	Mathew Hart	
III Steven King	189.3%	\$1,176,696	\$406,795	82.2	Darcy Schrieber	
Joseph Crivelli	113.5%	\$1,735,972	\$813,153	82.1	Simon Arias	
Zackarea Hakim	52.4%	\$817,750	\$536,745	79.9	AO	
IV Bledar Bane	260.7%	\$1,063,195	\$294,782	86.0	AO	
Taleb Jammoul Hajali	136.6%	\$980,700	\$414,457	79.2	Walter Icaza	
Jeffrey Espinal	63.6%	\$956,454	\$584,540	81.8	Theodore Pappas	
V Ian Zollos	135.5%	\$922,681	\$391,815	75.8	S-S-Parks-Salvaggi	
Phi Phan	33.1%	\$534,588	\$401,602	83.0	Desi Dimitrova	
Jillian Getz	31.4%	\$560,651	\$426,688	80.1	AO	
VI Mike Paragiou	160.8%	\$702,472	\$269,363	84.6	S-S-Parks-Salvaggi	
Aaron Piotrowski	124.3%	\$569,292	\$253,859	77.8	Sabrina Lloyd	
Ashley Rust	73.5%	\$644,935	\$371,774	80.6	AO	
VII Kevin Appasamy	73.3%	\$390,643	\$225,444	84.7	AO	
William Thomas	70.1%	\$432,365	\$254,108	78.5	S-S-Parks-Salvaggi	
Carlo Buhay	67.2%	\$497,274	\$297,384	84.8	AO	
VIII Nick Scordos	158.2%	\$540,173	\$209,182	76.1	AO	
Chilynn Acevedo	145.4%	\$611,999	\$249,429	77.8	Fisher-Zuzick	
Steven Warner	64.7%	\$490,856	\$298,039	79.9	AO	
IX Nicholas Chuma	96.7%	\$1,162,340	\$590,990	81.9	S-S-Bendure-Hartwig	
Melinda-Rae Lyse	39.2%	\$402,967	\$289,448	85.2	AO	
Zachery Kertulis	32.1%	\$358,554	\$271,370	80.2	S-S-Parks-Salvaggi	
X Anthony Mazurkewicz	146.0%	\$896,463	\$364,447	75.9	Stephen Giddens	
James Sodan	116.3%	\$421,093	\$194,682	81.4	Nick Moore	
Justin Adams	102.6%	\$544,440	\$268,735	78.9	Simon Arias	
XI Tanner West	114.1%	\$400,915	\$187,283	83.3	Michael Vasu	
Mayra Robles	88.5%	\$315,862	\$167,590	76.4	Michael Vasu	
Ed-Maggie Myrthil	38.7%	\$552,848	\$398,502	83.7	Pappas-Akuamoa	
XII Brandon Hughes	117.0%	\$433,310	\$199,687	85.3	AO	
William Parmeter	55.9%	\$383,221	\$245,842	84.2	Brett Gryska	
Kelly Schoenherr	54.9%	\$408,304	\$263,586	81.1	Philip Prata	

ALL TIME RECORD: \$4,654,183 Net ALP — ENO IFTIU

CATEGORIES XIII-XXI & ROOKIE



XIII
JUSTIN DIAZ
LONG ISLAND CITY, NY



XIV
STELLA ROZNOVAN
LOS ANGELES, CA



XV
VENUS GRIER
LONG ISLAND CITY, NY



XVI
JUSTIN MASKA
LOMBARD, IL



XVII
OMAR BILLY
DULUTH, GA



XVIII
TONI-ANN ALLEN
FREEHOLD, NJ



XIX
BRADLEY FORDYCE
BURNABY, BC



XX
KINGSLEY IBEH
PHOENIX, AZ



XXI
TAULANT BANE
MIAMI, FL



Rookie

ANDI IFTIU
DELAWARE, OH

JUNE

Category	Growth	Net ALP	Benchmark	NTG	RET	SGA
XIII Justin Diaz	157.8%	\$85,014	\$32,977	77.3	Theodore Pappas	
Priscilla Blanco	126.2%	\$46,108	\$20,383	85.2	Desi Dimitrova	
Jorge Toribio	64.5%	\$32,893	\$20,000	78.2	Theodore Pappas	
XIV Stella Roznovan	335.5%	\$107,651	\$24,721	77.3	Cohen-Velasquez	
Aaron Friedlander	135.0%	\$46,996	\$20,000	85.2	Steve Friedlander	
Tucker Gregor	87.9%	\$47,034	\$25,033	86.5	West-Moody	
XV Venus Grier	374.2%	\$94,842	\$20,000	77.6	Pappas-Akuamoa	
Jesse Benwell	64.1%	\$46,378	\$28,255	76.1	Satti-Kanaan-Wheeler	
Jose Castillo	58.1%	\$31,628	\$20,000	79.5	Cohen-Velasquez	
XVI Justin Maska	460.7%	\$118,413	\$21,118	75.3	Arias-Dlabik	
Ryan Slone	221.0%	\$158,969	\$49,521	84.9	Albert Serur	
Mark Bernsdorff	168.9%	\$110,286	\$41,010	75.5	Simon Arias	
XVII Omar Billy	177.3%	\$56,747	\$20,463	79.1	Jamison Weatherspoon	
Carmen Pena Guedez	124.6%	\$44,925	\$20,000	88.4	Jesus Romero	
Ngan Pham	79.4%	\$35,886	\$20,000	78.9	Byron Paz	
XVIII Toni-Ann Allen	170.0%	\$53,998	\$20,000	82.8	Giglione-Ackerman	
Stuart Pagan	150.6%	\$50,119	\$20,000	79.1	Mathew Hart	
Rana Shirer	148.3%	\$49,652	\$20,000	83.5	Holtz-Rigney	
XIX Bradley Fordyce	34.3%	\$26,858	\$20,000	82.9	AO	
Lee Jeffers	33.5%	\$26,702	\$20,000	92.3	AO	
Katharine Thorne	29.5%	\$25,902	\$20,000	86.4	AO-Lorence	
XX Kingsley Ibeh	11.0%	\$22,191	\$20,000	83.8	AO	
XXI Taulant Bane	8.0%	\$21,604	\$20,000	83.9	AO	

ALL TIME RECORD: \$896,627 Net ALP — DAVID CARPENTER

JUNE ROOKIES

Category	PF	F6 Mo	F6 Mo Obj	Net ALP	NTG	RET	SGA
Rookie Andi Iftiu	1048.3%	\$209,653	\$20,000	286,612	85.4	AO	
Robert Hepler	861.5%	\$172,306	\$20,000	194,495	89		Washington-Washington
Mitzi Holmes	704.8%	\$140,960	\$20,000	150,566	92		Washington-Washington
Joshua Hosenbold	619.6%	\$123,925	\$20,000	143,672	75.4		Henderson-Locker
Sean Taylor	586.8%	\$117,366	\$20,000	125,962	81.2		Henderson-Locker
Sierra Hartwig	439.1%	\$87,812	\$20,000	96,652	78.2		S-S-Bendure-Hartwig
Jordan Stelzer	382.9%	\$76,577	\$20,000	99,716	75.7		Matthew Turnquist
Javier Diaz	322.6%	\$64,520	\$20,000	80,849	91		Henderson-Locker
Maria Bonilla Borrego	316.8%	\$63,369	\$20,000	69,800	80.9		Walter Icaza
Mathew Kahwaji	309.0%	\$61,794	\$20,000	69,488	86		AO

YTD

Category	Growth	Net ALP	Benchmark	NTG	RET	SGA
XIII Caritza Rojas	98.5%	\$318,752	\$160,619	87.6	Beto Quintero	
Matthew McDowell	98.4%	\$302,048	\$152,248	79.1	AO	
Priscilla Blanco	92.3%	\$330,738	\$171,967	85.2	Desi Dimitrova	
XIV Ross Ewen	94.5%	\$300,442	\$154,449	79.1	Kevin Holtz	
Matthew Hudlin	93.3%	\$335,092	\$173,319	77.2	Fisher-Hall	
Bruno Nuro	89.0%	\$315,406	\$166,853	85.1	AO	
XV Johnny Ly	137.5%	\$286,523	\$120,661	77.7	Giglione-Ackerman	
Abigail Luna Rodriguez	101.9%	\$303,382	\$150,233	86.7	AO	
Samuel Artzis	62.7%	\$222,117	\$136,546	77.2	AO-Lorence	
XVI Justin Maska	382.9%	\$579,529	\$120,000	75.3	Arias-Dlabik	
Ryan Slone	215.3%	\$378,350	\$120,000	84.9	Albert Serur	
Mark Bernsdorff	196.0%	\$451,301	\$152,471	75.5	Simon Arias	
XVII Carmen Pena Guedez	149.9%	\$340,459	\$136,233	88.4	Jesus Romero	
Adam Kidikas	128.5%	\$276,425	\$120,949	94.4	Josh West	
Omar Billy	125.9%	\$402,468	\$178,146	79.1	Jamison Weatherspoon	
XVIII Corey Helly	320.3%	\$504,382	\$120,000	82.8	Giglione-Ackerman	
Robin Gonzalez	207.6%	\$369,081	\$120,000	78.6	Phillip Waisman	
Stuart Pagan	185.6%	\$342,749	\$120,000	79.1	Mathew Hart	
XIX Willie Cummings	77.2%	\$212,678	\$120,000	81.3	Andre Hawthorne	
Taurean Flournoy	37.7%	\$174,614	\$126,764	81.1	Weatherspoon-Harris	
Lee Jeffers	34.6%	\$161,531	\$120,000	92.3	AO	
XX Alexandra Graham	54.4%	\$185,309	\$120,000	80.6	Greg Graham	
Kingsley Ibeh	34.5%	\$161,441	\$120,000	83.8	AO	
James Marks	16.7%	\$140,059	\$120,000	83.7	Simon Arias	
XXI Taulant Bane	337.9%	\$525,463	\$120,000	83.9	AO	
Mario Hajro	112.5%	\$254,974	\$120,000	78.2	AO	

ALL TIME RECORD: \$4,654,183 Net ALP — ENO IFTIU

YTD ROOKIES

Category	PF	F6 Mo	F6 Mo Obj	Net ALP	NTG	RET	SGA
Rookie Robert Hepler	432.9%	\$519,479	\$120,000	572,150	89		Washington-Washington
Andi Iftiu	388.4%	\$466,080	\$120,000	933,500	85.4		AO
Mitzi Holmes	387.4%	\$464,831	\$120,000	514,821	92		Washington-Washington
Joshua Hosenbold	359.7%	\$431,632	\$120,000	601,085	75.4		Henderson-Locker
Sean Taylor	339.3%	\$407,111	\$120,000	437,412	81.2		Henderson-Locker
Ryan Martin	318.9%	\$382,651	\$120,000	584,791	84.3		Nick Moore
Tyler Lan	308.9%	\$370,641	\$120,000	533,012	87		AO
Javier Diaz	300.6%	\$360,729	\$120,000	545,698	91		Henderson-Locker
Jordan Stelzer	226.8%	\$272,174	\$120,000	398,470	75.7		Matthew Turnquist
Sierra Hartwig	215.2%	\$258,221	\$120,000	363,198	78.2		S-S-Bendure-Hartwig

LC = 2023 MGA/RGA Leadership Council Member

Spotlight recognizes the top three Master General Agents in Categories I-XXI with minimum 10% growth and the top ten Rookies with minimum 100% Performance Factor. Positive growth will be shown if a category has no qualifier. Figures reflect hierarchy transfer adjustments. The MGAs that will be recognized at the 2023 Awards Presentation are the top MGA per category from Categories I-XX based on Net ALP Growth (minimum 10%). Must have full year comparison benchmark objective to qualify. The YTD Spotlight number may not necessarily reflect that computation. Minimum quality standards apply for recognition.

CATEGORIES I-VIII



TAULANT BANE
MIAMI, FL



ERIC THOMPSON
BRUNSWICK, OH



CHRISTOPHER HINTZ
EDMONTON, AB



JAKE YAGJIAN
WILMINGTON, MA



JESSICA CHANG
FORT LAUDERDALE, FL



MATTHEW CONRAD
BRUNSWICK, OH



MARK DUSHAJ
WASHINGTON, MI



WILLIAM PARMETER
ROCHESTER, NY

LC = 2023 MGA/RGA Leadership Council Member

Spotlight recognizes the top three Regional General Agents in Categories I-XVI with minimum 10% growth. Positive growth will be shown if a category has no qualifier. Figures reflect hierarchy transfer adjustments. The RGAs that will be recognized at the 2023 Awards Presentation are the top RGA per category from Categories I-XVI based on Net ALP Growth (minimum 10%). Must have full year comparison benchmark objective to qualify. The YTD Spotlight number may not necessarily reflect that computation. Minimum quality standards apply for recognition.

JUNE

Category	Growth	Net ALP	Benchmark	NTG	RET	SGA
I Taulant Bane	88.8%	\$187,281	\$99,178	84.3	AO	
Mark Neilson	73.4%	\$461,214	\$266,057	78.7	AO	
Mario Hajro	62.5%	\$581,413	\$357,745	83.3	AO	
II Eric Thompson	125.3%	\$282,750	\$125,482	79.1	S-S-Parks-Salvaggi	
Ryan Stenglein	71.8%	\$268,988	\$156,589	87.5	AO	
III Christopher Hintz	65.7%	\$95,514	\$57,645	84.9	AO	
David Carpenter	57.2%	\$152,824	\$97,212	78.2	AO	
IV Jake Yagjian	160.9%	\$158,875	\$60,902	81.8	Albert Serur	
Clayton Slaughter	47.2%	\$120,221	\$81,661	79.0	Michael Vasu	
Gabriela Sime	32.1%	\$119,722	\$90,654	78.1	Fisher-Zuzick	
V Jessica Chang	383.5%	\$96,701	\$20,000	79.7	AO	
Jeffrey Espinal	336.4%	\$107,823	\$24,709	77.8	Theodore Pappas	
Daniel Pacheco	61.3%	\$60,694	\$37,639	85.7	Beto Quintero	
VI Matthew Conrad	72.8%	\$83,659	\$48,427	78.6	S-S-Parks-Salvaggi	
Stella Roznovan	56.4%	\$37,808	\$24,167	82.1	Cohen-Velasquez	
Alberto Alcalá	19.1%	\$69,230	\$58,140	75.4	Ryan Bisanz	
VII Mark Dushaj	389.8%	\$97,965	\$20,000	81.0	AO	
Derek Foore	58.5%	\$53,210	\$33,578	80.6	S-S-Parks-Salvaggi	
Daisy Vasu	13.5%	\$48,500	\$42,721	78.6	Michael Vasu	
VIII William Parmeter	47.0%	\$48,635	\$33,075	84.6	Brett Gryska	
Giovanni Diduro	27.8%	\$43,855	\$34,311	81.1	Brett Gryska	
Blake Higuchi	23.6%	\$24,718	\$20,000	85.9	AO	

ALL TIME RECORD: \$2,307,263 Net ALP — MARIO HAJRO

YTD

Category	Growth	Net ALP	Benchmark	NTG	RET	SGA
I Taulant Bane	78.9%	\$2,243,580	\$1,253,983	84.3	AO	
Mario Hajro	56.2%	\$5,709,706	\$3,655,124	83.3	AO	
Mark Neilson	35.5%	\$3,367,985	\$2,484,682	78.7	AO	
II Ryan Stenglein	80.0%	\$1,239,889	\$688,705	87.5	AO	
Jenny Kim	53.0%	\$1,166,466	\$762,469	80.5	AO	
Eric Thompson	39.0%	\$1,345,714	\$968,233	79.1	S-S-Parks-Salvaggi	
III Zach Otto	55.2%	\$663,065	\$427,175	77.8	Sabrina Lloyd	
David Carpenter	53.8%	\$924,540	\$601,293	78.2	AO	
David Quevillon	43.9%	\$745,657	\$518,230	77.6	Mathew Hart	
IV Gabriela Sime	33.6%	\$794,319	\$594,451	78.1	Fisher-Zuzick	
Clayton Slaughter	28.4%	\$759,775	\$591,719	79.0	Michael Vasu	
Chase Miller	19.2%	\$716,297	\$600,930	78.8	S-S-Bendure-Hartwig	
V Daniel Pacheco	278.0%	\$728,063	\$192,623	85.7	Beto Quintero	
Brandon Summerton	87.7%	\$803,118	\$427,956	87.8	AO	
Jessica Chang	79.1%	\$748,549	\$417,969	79.7	AO	
VI James Marks	74.0%	\$552,350	\$317,381	77.4	Simon Arias	
Matthew Conrad	31.5%	\$437,796	\$332,998	78.6	S-S-Parks-Salvaggi	
Gary Slocum	19.9%	\$512,735	\$427,704	83.0	Desi Dimitrova	
VII Mark Dushaj	169.5%	\$323,443	\$120,000	81.0	AO	
Daisy Vasu	45.1%	\$362,911	\$250,189	78.6	Michael Vasu	
Michael McKiernan	30.9%	\$282,365	\$215,721	77.5	AO	
VIII Michael Gerstein	11.7%	\$215,773	\$193,157	81.5	Giglione-Ackerman	
Andrew Chambers	10.6%	\$362,928	\$328,221	81.1	Philip Prata	

ALL TIME RECORD: \$13,827,599 Net ALP — MARIO HAJRO

CATEGORIES IX–XVI



IX

TALEB JAMMOUL HAJALI
DORAL, FL



X

PHI PHAN
SAN DIMAS, CA



XI

KASALI KOTUN
MIAMI LAKES, FL



XII

KAMAL TAYYIB
CONCORD, CA



XIII

MATTHEW WARD
NOBLESVILLE, IN

TC = 2023 MGA/RGA Leadership Council Member

Spotlight recognizes the top three Regional General Agents in Categories I–XVI with minimum 10% growth. Positive growth will be shown if a category has no qualifier. Figures reflect hierarchy transfer adjustments. The RGAs that will be recognized at the 2023 Awards Presentation are the top RGA per category from Categories I–XVI based on Net ALP Growth (minimum 10%). Must have full year comparison benchmark objective to qualify. The YTD Spotlight number may not necessarily reflect that computation. Minimum quality standards apply for recognition.

JUNE

Category	Growth	Net ALP	Benchmark	NTG	RET	SGA
IX Taleb Jammoul Hajali	245.8%	\$69,152	\$20,000		79.8	Walter Icaza
Claude Hamilton	80.8%	\$58,756	\$32,504		88.2	Satti-Kanaan-Wheeler
Shawn Lewicki	37.6%	\$36,913	\$26,817		86.1	Hart-Lewicki
X Phi Phan	134.5%	\$46,905	\$20,000		85.1	Desi Dimitrova
Carmen Pena Guedez	112.8%	\$79,703	\$37,461		82.4	Jesus Romero
Michael Burningham	64.6%	\$32,917	\$20,000		85.2	AO
XI Kasali Kotun	63.8%	\$37,050	\$22,625		85.9	Michael Musso
Luay Ghawi	43.2%	\$36,819	\$25,716		79.0	AO
Devon Chapman	37.9%	\$31,867	\$23,112		81.6	Jamison Weatherspoon
XII Kamal Tayyib	73.9%	\$40,261	\$23,157		82.9	Andrew McQuade
Sylvain Kalombo	48.5%	\$29,708	\$20,000	95		Duni Olusegun
Samuel Artzis	35.3%	\$27,052	\$20,000		86.4	AO-Lorence
XIII Matthew Ward	54.9%	\$30,974	\$20,000		93.2	Josh West

ALL TIME RECORD: \$2,307,263 Net ALP — MARIO HAJRO

YTD

Category	Growth	Net ALP	Benchmark	NTG	RET	SGA
IX Claude Hamilton	146.6%	\$322,783	\$130,910		88.2	Satti-Kanaan-Wheeler
Taleb Jammoul Hajali	119.8%	\$334,204	\$152,046		79.8	Walter Icaza
Patrick Donovan	95.6%	\$306,821	\$156,824		78.9	AO
X Carmen Pena Guedez	141.4%	\$289,737	\$120,000		82.4	Jesus Romero
Phi Phan	130.3%	\$331,535	\$143,985		85.1	Desi Dimitrova
Michael Burningham	99.4%	\$287,960	\$144,417		85.2	AO
XI Devon Chapman	57.8%	\$189,309	\$120,000		81.6	Jamison Weatherspoon
XII Sylvain Kalombo	114.0%	\$256,740	\$120,000	95		Duni Olusegun
Aaron Friedlander	64.7%	\$197,621	\$120,000		83.4	Steve Friedlander
XIII Matthew Ward	79.3%	\$215,176	\$120,000		93.2	Josh West
XIV Javier Diaz	16.1%	\$139,269	\$120,000	95		Henderson-Locker

ALL TIME RECORD: \$13,827,599 Net ALP — MARIO HAJRO

LEGACY REGIONAL GENERAL AGENTS



1
MARIO HAJRO
SAN CLEMENTE, CA



2
DAVID CARPENTER
MIAMI, FL



3
MARK NEILSON
SOUTH LAKE TAHOE, CA



4
CHASE MILLER
COLUMBUS, OH



5
JUSTIN SUTTON
HOUSTON, TX



6
ANDY BATTEN
HOUSTON, TX



7
MATTHEW CONRAD
BRUNSWICK, OH



8
MIKE PARAGIOU
BRUNSWICK, OH



9
CODY GARDNER
NEW YORK, NY



10
KEVIN APPASAMY
WAIANE, HI

JUNE

Rank	Category	Legacy Production	SGA
1	I Mario Hajro	\$1,017,313	AO
2	III David Carpenter	\$268,917	AO
3	I Mark Neilson	\$252,160	AO
4	IV Chase Miller	\$241,247	S-S-Bendure-Hartwig
5	IV Justin Sutton	\$223,135	Stephen Giddens
6	II Andy Batten	\$207,273	Michael Vasu
7	VI Matthew Conrad	\$203,687	S-S-Parks-Salvaggi
8	I Mike Paragiou	\$192,442	S-S-Parks-Salvaggi
9	III Cody Gardner	\$183,749	Albert Serur
10	XIII Kevin Appasamy	\$176,993	AO

YTD

Rank	Category	Legacy Production	SGA
1	I Mario Hajro	\$5,627,962	AO
2	III David Carpenter	\$2,875,580	AO
3	I Mark Neilson	\$2,005,779	AO
4	VIII Michael Gerstein	\$1,409,961	Giglione-Ackerman
5	II Brody Maughan-Evanson	\$1,347,345	Simon Arias
6	VI Matthew Conrad	\$1,170,014	S-S-Parks-Salvaggi
7	XIII Kevin Appasamy	\$1,150,196	AO
8	I Bobby Gujral	\$1,111,124	AO
9	IV Chase Miller	\$1,024,600	S-S-Bendure-Hartwig
10	II Andy Batten	\$968,033	Michael Vasu

WHAT IS A LEGACY RGA?

The company recognizes the Top 10 Legacy RGAs across all categories. A Legacy RGA is defined as the former RGA of a GA who was promoted to MGA. Legacy RGA production is calculated using the sum of the production of all the promoted MGAs where the former RGA can no longer be included in the hierarchy.

CATEGORIES I-VII



S-S-PARKS-SALVAGGI



SATTI-KANAAN-WHEELER

ALBERT SERUR



DARCY SCHRIEBER



MATTHEW TURNQUIST



KEVIN HOLTZ



WALTER ICAZA

EC = 2023 Executive Council Member

Spotlight recognizes SGAs in Categories I-XIV based on positive Net ALP Growth. The SGAs that will be recognized at the 2024 Awards Presentation are the top SGA per category from Categories I-XIV with the highest Net ALP Growth. The YTD Spotlight number may not necessarily reflect that computation. SGAs must be in their current category a minimum of 6 months to compete for YTD awards. SGAs must meet minimum growth over all their SGAships. Minimum quality standards apply for recognition.

JUNE

Category	% Growth	Net ALP	NTG	RET
I S-S-Parks-Salvaggi	45.4	\$1,990,031		81.8
Theodore Pappas	37.7	\$871,862		80.8
AO	25.9	\$6,898,105		82.2
S-S-Bendure-Hartwig	17.3	\$604,179		82.2
Sabrina Lloyd	2.5	\$489,442		78.2
II Satti-Kanaan-Wheeler	43.1	\$561,246		84.9
Beto Quintero	42.8	\$567,215		83.4
Cohen-Velasquez	7.7	\$453,898		81.6
Michael Vasu	6.4	\$492,166		79.6
III Albert Serur	56.6	\$560,999		82.1
Pappas-Akuamoa	17.8	\$343,143	95	
Jamison Weatherspoon	16.4	\$273,386		83.0
Henderson-Locker	14.5	\$433,761		77.5
IV Darcy Schrieber	49.0	\$419,402		81.2
Cindy Furer	31.5	\$258,332		76.8
Nick Moore	1.7	\$366,549		81.6
V Matthew Turnquist	44.3	\$255,598	93	
Corey Neff	29.6	\$153,272		76.4
Desi Dimitrova	27.2	\$186,802		82.3
Slav Bitman	10.0	\$149,396		85.0
VI Kevin Holtz	94.5	\$201,924		83.1
Fisher-Zuzick	84.3	\$201,609		78.4
Moore Midwest	49.3	\$184,345		85.6
Phillip Waisman	16.6	\$182,397		77.2
Denis-Michael Catalano	13.9	\$141,038		78.5
Tiffany Wagner	1.0	\$138,681		82.2
VII Walter Icaza	376.8	\$291,006		79.5
Duni Olusegun	56.1	\$163,098	92	
Chalom-Chalom	26.0	\$115,410		86.0
Jose Carvajal	2.1	\$94,416		78.9

YTD

Category	% Growth	Net ALP	NTG	RET
I AO	30.9	\$49,251,442		82.2
Theodore Pappas	17.1	\$4,704,141		80.8
S-S-Bendure-Hartwig	15.9	\$3,935,041		82.2
S-S-Parks-Salvaggi	11.5	\$9,369,614		81.8
Giglione-Ackerman	11.0	\$3,382,739		79.9
Simon Arias	9.1	\$11,254,296		77.6
II Beto Quintero	50.8	\$3,935,327		83.4
Andrew McQuade	28.6	\$2,421,784		84.7
Satti-Kanaan-Wheeler	21.3	\$2,819,444		84.9
Michael Vasu	12.4	\$2,700,518		79.6
Cohen-Velasquez	5.1	\$2,798,336		81.6
III Jamison Weatherspoon	23.8	\$1,754,322		83.0
Albert Serur	19.5	\$2,124,735		82.1
Pappas-Akuamoa	3.0	\$827,956	95	
IV Darcy Schrieber	48.7	\$2,197,521		81.2
Phillip Prata	19.2	\$1,680,264		79.0
Arias-Dlabik	18.7	\$1,761,534		79.0
Nick Moore	16.6	\$2,341,962		81.6
Cindy Furer	13.9	\$1,449,129		76.8
V Corey Neff	35.9	\$996,482		76.4
Matthew Turnquist	28.8	\$1,111,863	93	
Fisher-Hall	23.9	\$1,350,473		82.5
Desi Dimitrova	21.0	\$1,240,911		82.3
VI Fisher-Zuzick	91.7	\$1,393,110		78.4
Kevin Holtz	55.4	\$1,338,910		83.1
Moore Midwest	35.4	\$1,037,788		85.6
Phillip Waisman	25.3	\$1,267,001		77.2
Weatherspoon-Harris	14.3	\$1,010,658		79.3
Tiffany Wagner	5.2	\$831,869		82.2
VII Walter Icaza	160.6	\$1,316,792		79.5
Duni Olusegun	115.7	\$1,114,324	92	
Brian Schreiter	34.2	\$918,206		75.3
Chalom-Chalom	12.9	\$762,456		86.0

CATEGORIES VIII–XIV



VIII
RALSTON-RALSTON



IX
PRATA-WILSON



X
QUINTERO-VIDAL



XI
HOLTZ-RIGNEY



XIV
JOSHUA KRUEGER

EC

EC = 2023 Executive Council Member

Spotlight recognizes SGAs in Categories I–XIV based on positive Net ALP Growth. The SGAs that will be recognized at the 2024 Awards Presentation are the top SGA per category from Categories I–XIV with the highest Net ALP Growth. The YTD *Spotlight* number may not necessarily reflect that computation. SGAs must be in their current category a minimum of 6 months to compete for YTD awards. SGAs must meet minimum growth over all their SGAships. Minimum quality standards apply for recognition.

JUNE

Category	% Growth	Net ALP	NTG	RET
VIII Ralston-Ralston	37.6	\$138,323		82.2
Saavedra-Longino	27.8	\$116,927		80.8
Steve Friedlander	27.1	\$129,697		82.0
West-Moody	12.7	\$94,197		86.7
Byron Paz	8.4	\$105,215		83.0
IX Prata-Wilson	136.6	\$72,013		77.7
Hart-Lewicki	86.1	\$90,540		83.5
Greg Graham	52.4	\$162,887		79.4
X Quintero-Vidal	162.5	\$178,252	94	
XI Holtz-Rigney	198.8	\$86,183	89	
Chad Potts	158.3	\$94,478		79.8
Joseph Rotolo	50.5	\$60,897		75.1
Jeremy Rivers	19.8	\$50,206		77.4
West-Shogar-Moody	11.0	\$48,046		84.1
Brian Wilson	8.4	\$53,516		81.0
XIV Joshua Krueger	131.4	\$60,960	91	
Satti-Kanaan-Orr	48.2	\$35,561		100
Houston Latino Division	30.9	\$49,507		97
Adianeza Rodriguez	17.4	\$24,568		93

YTD

Category	% Growth	Net ALP	NTG	RET
VIII Steve Friedlander	28.7	\$586,318		82.0
Saavedra-Longino	14.1	\$680,069		80.8
Ralston-Ralston	13.3	\$725,154		82.2
Chad Deley	7.1	\$665,278		81.1
IX Prata-Wilson	189.7	\$543,036		77.7
Greg Graham	122.8	\$986,873		79.4
Hart-Lewicki	11.0	\$565,243		83.5
X Quintero-Vidal	131.1	\$428,642	94	
Gryska-Boles	20.3	\$380,811		78.8
XI Holtz-Rigney	101.8	\$535,973	89	
West-Shogar-Moody	75.6	\$272,445		84.1
Jeremy Rivers	48.7	\$338,053		77.4
Chad Potts	23.3	\$443,323		79.8
XIII Andre Hawthorne	92.2	\$216,873		76.0
XIV Joshua Krueger	77.8	\$217,736	91	
Sergio Carta	59.7	\$622,003		92
Satti-Kanaan-Orr	21.5	\$58,318		100
San Antonio Latino Division II	13.6	\$95,380		90
Adianeza Rodriguez	13.4	\$74,788		93
Alexander Gross	12.2	\$285,686		91

CATEGORY I



1
ANNA GUIDO ROHRER
MONROE, OH



2
KATHY PAPPAS
ROSLYN HARBOR, NY



1
KELLY WALKER
FORT WORTH, TX



2
PAM MONETTI
BUNKER HILL, IL



1
AL WALL
HOLLAND LANDING, ON



2
CARMELLA SWANSON
RANCHO SANTA MARGARITA, CA

CATEGORY IV



1
LARRY LOZANO
SAN JOSE, CA



2
PATRENA SMITH
EAST HARTFORD, CT



1
JOHN KELIHER
DACULA, GA



2
CHERYL COOK
EAST BERLIN, PA



1
CHAS ROBINSON
OTTAWA, ON



2
LAURIE GRUBER
HAMMOND, WI

CATEGORY II

CATEGORY III

CATEGORY V

CATEGORY VI

CATEGORY VII

CATEGORY VIII



1
ANGELA ENGEL
DOUGLAS, OK



2
CHERIE HENIK
INDEPENDENCE, MO



1
TINA NANAS
BAYSIDE, NY



2
MATTHEW FRIAS
ST. PETERSBURG, FL

FIRST SIGNED TG



JUSTIN DANIEL
CALGARY, AB



JACQUELINE GIBLIN
FREDERICK, MD

TOP MANAGERS

CATEGORY I



1
JT TASKER
ROCHESTER, NY

CATEGORY II



1
LINDSAY MCCLELLAND
GASTONIA, NC

CATEGORY III



1
MORGAN BREIER
HARRISON TOWNSHIP, MI

INDIVIDUAL REPS: JUNE

Category	Rank	Cards	Obj	% Obj	
I	1	Anna Guido Rohrer	3,109	1,415	219.7%
	2	Kathy Pappas	2,346	1,219	192.4%
	3	David Scalisi	1,811	1,640	110.4%
II	1	Kelly Walker	2,276	1,039	219.0%
	2	Pam Monetti	1,435	1,008	142.3%
	3	Chuck Hill	1,232	1,024	120.3%
III	1	Al Wall	1,839	910	202.1%
	2	Carmella Swanson	1,598	799	200.1%
	3	Lisa Bennett	1,551	818	189.6%
IV	1	Larry Lozano	1,444	596	242.2%
	2	Patrena Smith	1,420	599	237.0%
	3	Lisa West	856	663	129.1%
V	1	John Keliher	1,272	550	231.3%
	2	Cheryl Cook	1,145	550	208.2%
	3	Steve Orcherton	706	550	128.3%
VI	1	Chas Robinson	3,513	550	638.7%
	2	Laurie Gruber	1,522	550	276.8%
	3	Alisha Anderton	652	550	118.5%
VII	1	Angela Engel	710	550	129.1%
	2	Cherie Henik	526	550	95.6%
	3	Juno Kemple	1,083	550	196.9%
VIII	1	Tina Nanas	1,369	550	248.9%
	2	Matthew Frias	1,116	550	203.0%
	3	Juno Kemple	1,083	550	196.9%
Rookie	1	Angela Engel	710	550	129.1%
IceBreaker	1	Tina Nanas	1,369	550	248.9%

ALL TIME RECORD: 18,960 Cards

INDIVIDUAL REPS: YTD

Category	Rank	Cards	Obj	% Obj	
I	*1	Anna Guido Rohrer	7,752	8,492	91.3%
	2	Kathy Pappas	2,346	1,219	192.4%
II	*1	Chuck Hill	14,792	6,144	240.8%
	2	Pam Monetti	9,248	6,049	152.9%
III	*1	Lisa Bennett	9,220	4,909	187.8%
	2	Mark Gagliardi	8,605	4,824	178.4%
IV	*1	Patrena Smith	7,490	3,595	208.4%
	2	Larry Lozano	6,475	3,577	181.0%
V	*1	Kevin McKeen	3,757	3,317	113.3%
	2	Steve Orcherton	3,180	3,300	96.3%
VI	*1	Laurie Gruber	16,287	3,300	493.5%
	2	Chas Robinson	5,340	3,300	161.8%
VII	*1	Angela Engel	5,617	3,300	170.2%
	2	Calvin Mazurkewich	4,245	3,300	128.6%
VIII	*1	Juno Kemple	4,964	3,300	150.4%
	2	Aaron Mathis	3,397	3,300	102.9%

ALL TIME RECORD: 61,879 Cards — DENISE BOWYER

MANAGERS: JUNE

Category	Rank	Cards	Obj	% Obj	
I	1	JT Tasker	11,684	6,390	182.9%
	2	Tami Williams	7,757	6,346	122.2%
II	1	Lindsay McClelland	4,773	3,571	133.7%
	2	Maria Siero	5,265	4,467	117.9%
III	1	Morgan Breier	2,918	2,112	138.2%
	2	Thomas Nejman	3,015	2,924	103.1%

MANAGERS: YTD

Category	Rank	Cards	Obj	% Obj	
I	*1	Ryan Gregoli	52,465	48,966	107.1%
	2	JT Tasker	38,436	38,338	100.3%
II	*1	Miranda McKee	26,668	24,456	109.0%
	2	Lindsay McClelland	23,278	21,426	108.6%
III	*1	Amanda Mlinaz	36,039	22,556	159.8%
	2	Morgan Breier	13,502	12,672	106.5%

MOST ORIGINAL CARDS GENERATED: YTD



1
LAURIE GRUBER
HAMMOND, WI

1 LAURIE GRUBER
12,304

2 TARA SHEAD
3,456

3 DIANNA LUEKE
3,401

GC = 2023 PR Growth Council Member

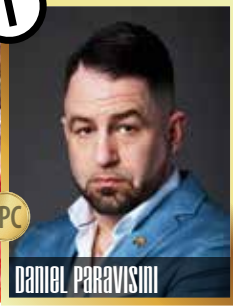
PUBLIC RELATIONS CATEGORIES ARE AS FOLLOWS

Rep Categories I-VIII is calculated based on 110% of previous year's production, or 6,600 leads whichever is greater. To be recognized, Rep must meet 90% of Growth objective.

Manager Categories I-III is calculated based on 110% of previous year's production for their respective territories. To be recognized, Manager must meet 90% of Growth Objective.

WORLD'S GREATEST BONUS

1



DANIEL PARAVISINI

\$79,662
AO

2



OLEG NOVITCHII

\$33,339
S-S-Parks-Salvaggi

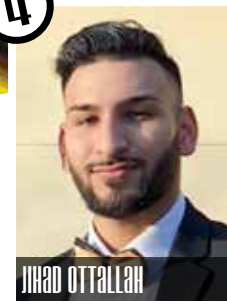
3



NOOR MUSLAH

\$22,299
S-S-Parks-Salvaggi

4



JIHAD OTTALLAH

\$19,284
S-S-Parks-Salvaggi

5



HENRY HOLLAND

\$16,983
Albert Serur

JUNE BONUS LEADERS

PAYOUT: \$2,661,578

QUALIFIERS: 3,350

- \$ 79,662 Daniel Paravisini
- 33,339 Oleg Novitchii
- 22,299 Noor Musleh
- 19,284 Jihad Ottallah
- 16,983 Henry Holland
- 16,948 Carmen Arroyo
- 15,877 Firat Ucar
- 13,930 Joshua Dishong
- 12,992 Aref Sayegh
- 11,656 Daoud Naser
- 11,375 Franko Bilbili
- 11,082 Austin Timmons
- 10,142 Joseph Sciria
- 9,481 Scott Whitford
- 8,947 Michael van Delft
- 8,800 Alexis Hawkins
- 8,492 Nikolla Luljguraj
- 7,940 Dalton Cassavoy
- 7,871 Lily Sakai
- 7,793 Abraham Mogilevsky
- 7,740 Jennifer Savino
- 7,654 Sharif Grays
- 7,617 Blair Sheppard
- 7,489 Damon Stroup
- 7,435 Roger Fung
- 7,265 Max Quasem
- 6,979 Kevin Ishikane
- 6,871 Alipate Makau
- 6,844 Giorgi Gogidze
- 6,798 Nathan Labranche
- 6,784 Vanessa Rodriguez
- 6,606 Jamie Caldwell
- 6,110 Patrice Charles
- 6,055 Silas Merkel
- 5,988 Jasmine Leon
- 5,933 Cash Sampson
- 5,892 Nicholas Geyer
- 5,819 Carly Ferraro
- 5,786 Edward Tiongson
- 5,770 Logan Mynhier
- 5,562 Austin Rockall
- 5,503 Marisone Navor
- 5,489 Joshua Notte
- 5,486 Adrion Robertson
- 5,472 Michael Giachetti
- 5,456 Carleesa Parhams

- \$ 5,407 Kurt Evans
- 5,393 Salaur Khorrami
- 5,383 Jordan Graham
- 5,053 Brandon Neal
- 5,033 Michele Stewart
- 4,941 Michael Grudzien
- 4,873 Sean Wallen
- 4,860 Justin Haisha
- 4,848 Marshall Fernandez
- 4,786 Alexander Pham
- 4,711 Pablo Castro Gaulet
- 4,703 Meardey Kim
- 4,663 Joshua Martinez
- 4,660 Jason Bratin
- 4,645 Roger Fredericks
- 4,570 Joey Kennedy
- 4,524 Antonio Reyes
- 4,499 Muhammed Ashraf
- 4,493 Endy Suriel
- 4,456 Kevin Beaver
- 4,455 Jozef Tinaj
- 4,447 Arturo Romero
- 4,267 Viktorious Dugan
- 4,227 Christopher Rives
- 4,224 Tristian Haynes
- 4,087 Roydon Riki
- 4,070 Luis Soriano
- 4,061 Andrew Brown
- 4,050 Justin Diaz
- 4,033 Richard Tabanji
- 4,020 Jillian Arshadi
- 3,882 Natalia Beltran Hernandez
- 3,787 Isaiah Donohue
- 3,747 Ariel McAlister
- 3,745 Kashala Guiden
- 3,736 Zachary Schimenz
- 3,718 Christopher Edinger
- 3,713 Julie Aprahamian
- 3,712 Carol Fernandez
- 3,660 Ty Burkholder
- 3,647 Nicholas Catenacci
- 3,638 Fran Tinaj
- 3,637 Erika Torres
- 3,633 Oyindamola Falegan
- 3,605 Yohely Ruiz Medina
- 3,594 Steffanie Arce

- \$ 3,585 Derrick Mason
- 3,552 Erald Tomorri
- 3,543 Elvis Tinaj
- 3,540 Dominick Nieves
- 3,538 Ashley Applon
- 3,511 Guillermo Diaz
- 3,507 Martha Asbell
- 3,463 Asiguy Haugabook
- 3,460 Karina Moran
- 3,457 Cathy Dishong
- 3,456 Paige Zuzick
- 3,452 Phi Phan
- 3,451 Carlos Vasquez
- 3,440 Kasali Kotun
- 3,429 Tyrese Holland
- 3,427 Sarah Saleim
- 3,418 Oludoyin Omolaja
- 3,389 Ethan Tolbert
- 3,382 Dylan Banda
- 3,374 Alvin Ali
- 3,362 Ryan Bucher
- 3,360 Brandon Bennett
- 3,348 Ryan Burns
- 3,348 Christina Konstanzer
- 3,313 Michael Ribovich
- 3,304 Nolan Smith
- 3,286 Marjory Murat
- 3,284 Kolin Delija
- 3,271 Paige Schaub
- 3,269 Sebastian Frydenberg
- 3,262 Dana Martin Gonzalez
- 3,240 Christopher Velez
- 3,234 Katherine Nummy
- 3,226 Kelly Nelson
- 3,195 Calvin Dickherber
- 3,183 Dina Boghdady
- 3,180 Amanda Fox
- 3,177 Patrick Keohane
- 3,177 Carol Fernandez
- 3,163 Truman Falkner
- 3,160 Ashley Kopchak
- 3,157 Adam Benhammou
- 3,146 Joshua Jimenez
- 3,137 Lloyd Patterson
- 3,081 Raheem Nubani
- 3,070 Shyann Kukonu

- \$ 3,063 Ardian Gojcaj
- 3,016 Christian Gojcaj
- 3,015 Brandon Underwood
- 2,996 Vera Leus
- 2,995 Lisa Richardson
- 2,990 Tom Shamon
- 2,989 Eugene Kashkin
- 2,987 Laurekins Pardovani
- 2,956 Anthony Sava
- 2,954 Donta Myles
- 2,952 Shahriar Mohammadi
- 2,948 Leonard Pataca
- 2,941 Tyler McKnight
- 2,935 Kambiz Kiamehr
- 2,929 Joachim Jean
- 2,917 Jennifer Terife Medina
- 2,915 Adolfo Guedez Banezza
- 2,884 Kegan Owen
- 2,877 Adam Russell
- 2,870 Joseph Misleh
- 2,853 Easton Marshoff
- 2,847 Stephanie Dunbar
- 2,814 Omar Hammond
- 2,803 Tabitha Sanders
- 2,792 Laura Chavez
- 2,782 Kevin Musai
- 2,772 Lamine Diakhate
- 2,752 Brent Henderson
- 2,746 Dylan Garrett
- 2,744 Dylan White
- 2,740 Angie Sanabria Quintero
- 2,739 Timothy Bugge
- 2,736 Ali Dia
- 2,734 Andrew Boston
- 2,721 Asante Jackson
- 2,693 Victor Grasso Zambrano
- 2,692 Blake Breitzke
- 2,689 Chris Anderson
- 2,685 Michael Ellis
- 2,666 Kyley Beatty
- 2,662 Bruno Nuro
- 2,659 Bradley Sullivan
- 2,654 Nadira Singh-Moon
- 2,651 Spencer Kozelj
- 2,631 Trevor Bailey
- 2,621 Sleiman Yammine

- \$ 2,598 Tichina Haughton
- 2,596 Rochelle Magpantay
- 2,583 VaShawn Nelson
- 2,571 Rosmary Ruiz Castro
- 2,569 Christina Hamilton
- 2,556 Harvey Quinn
- 2,555 Mariana Morales
- 2,545 Harrison Trager
- 2,541 Philicia Saephan
- 2,524 Steven Counts
- 2,524 Prince Ray
- 2,523 Kamden Johnson-Holder
- 2,520 Cherrish Taylor
- 2,519 Joseph Cammarata
- 2,511 Jenny Alvarez
- 2,507 Nicole Bolognesi
- 2,498 Yoline Octave
- 2,490 Victoria Lopes
- 2,475 Nicholas Liening
- 2,475 Jose Moreno
- 2,473 Stefani Miller
- 2,461 Connor O'Donnell
- 2,460 Deangela Parhams
- 2,457 Frank Romo
- 2,455 Verna Willbur
- 2,442 Ikram Al-Shobaki
- 2,440 Funmilola Elumade
- 2,425 Tina Nelson
- 2,422 Mama Atetu
- 2,420 Nicholas Gomez
- 2,405 Farnaz Fotovat Ahmadi
- 2,395 Paula Martinezmirto
- 2,386 Danial Arif
- 2,382 Bradley Blumenshine
- 2,378 Miguel Marquina
- 2,366 Heccy Rivas
- 2,364 Tarek Berry
- 2,361 Temesghen Starr
- 2,342 Corey Tyler
- 2,333 Sandra Perez Espinal
- 2,320 Tyler Amato
- 2,308 DeAnthony Hartman
- 2,301 Mary Ramirez
- 2,268 Tanya Diaz
- 2,265 Celines Santana
- 2,263 Melena Costello

- \$ 2,262 Hussein Kutkut
- 2,260 Ashley Clarke
- 2,257 Desiree Robinson
- 2,253 Timothy Stone
- 2,252 Ashley Charriere
- 2,251 Cameron Hoag
- 2,249 Shannon Meador
- 2,239 Kimberly Ramirez
- 2,235 Mark Diskin
- 2,227 Gabriella Weisbom
- 2,224 Kelechi Anele
- 2,219 Feagai Singh
- 2,217 Reinaldo Martinez
- 2,212 Isaiah Frection
- 2,209 Cameron Ontko
- 2,209 Caren Deanda
- 2,207 Patrick Minto
- 2,205 Carissa Saad
- 2,188 Alyssa Duncan
- 2,186 Anthony Greco
- 2,185 Francesco Amato
- 2,184 Jordan Haywood
- 2,179 Sasha Oakes
- 2,177 Eric LaBossiere
- 2,168 Nicolas Demers
- 2,166 Andrea Arturo
- 2,163 Joseph Sarasin
- 2,158 Mike Sukhbaatar
- 2,154 Rosie Ewing
- 2,149 Murilo Farina
- 2,148 Charles Nacovsky
- 2,148 Ifeanyi Ufodu
- 2,141 Anthony Williams
- 2,120 Carlo Trinidad
- 2,118 Brittany Rhodes
- 2,117 Tyler Snow
- 2,111 Jenny Alvarez
- 2,111 Nicholas Hoyt
- 2,108 Logan Buckley
- 2,106 Declan Barney
- 2,103 Mia Bakos
- 2,098 Tony Georges
- 2,091 Michael Ray
- 2,091 David Staffieri
- 2,089 Samuel Pelkey
- 2,080 Jessica Specht
- 2,079 Marvin Bolden
- 2,077 Ariel Pineda
- 2,074 Candace Fimbres
- 2,069 Jeffrey English
- 2,059 Andrew Cozby
- 2,057 Jeffrey Hall
- 2,055 Razan Zarba
- 2,051 Maria Spina
- 2,044 Joseph Lance
- 2,036 Gavin McDonald
- 2,034 Rea Lynch
- 2,029 Michael Battaglio
- 2,029 Destiny Okungbowa
- 2,026 Marshall Weinberg
- 2,020 Endri Shkambi
- 2,018 Rebecca Amundson
- 2,017 Benito Rivas
- 2,014 Gage Harrington
- 2,014 Heydi Candalaria
- 2,014 Alessandro Succurro
- 2,003 Lincoln Dziekonski
- 1,994 Christopher McGlynn

- \$ 1,990 Robin Collier
- 1,988 Luis Gonzalez Gonzalez
- 1,983 Braeden Gilbert
- 1,982 Cory Moncol
- 1,982 Sean Shephard
- 1,975 Shundra Hampton
- 1,973 Joseph Pizzoferrato
- 1,952 Sophia Henriquez
- 1,950 Damon Blackman
- 1,947 Jeffrey Tillman
- 1,940 Kara Johnson
- 1,939 Alex Miller
- 1,938 Kingsley Hansen
- 1,936 Shawntell Powell
- 1,927 Tyler Tasa
- 1,927 Kelsey Friedler
- 1,924 Bryan Juskiw
- 1,921 William Curl
- 1,920 Cassandra Nepean
- 1,920 Russel Brooks-Martin
- 1,919 Raveen Franklyn
- 1,915 Kasey Garcia
- 1,912 Aaron Patt
- 1,904 Enzo Sibille
- 1,903 Laurren Henson
- 1,897 Timothy Rose
- 1,892 Saeed Torres
- 1,889 Ambreen Ajani
- 1,884 Maria Galvez
- 1,880 Ali Saad
- 1,879 Drew Hall
- 1,879 Shelby Hollister
- 1,874 Godwill Barungi
- 1,871 Gunnar Jorstad
- 1,870 Nathan Brace
- 1,866 Brandon Freeman
- 1,857 Eleanor Powell
- 1,854 James Sherwood
- 1,854 Nikolai Zollinger
- 1,851 Rodney Williams
- 1,840 Donald Wolak
- 1,839 William Heilman
- 1,834 Dchante McKenzie
- 1,834 Sadek Aoude
- 1,829 Omar Taoufik
- 1,829 Gavin Gambhir
- 1,827 Adam Kidikas
- 1,826 Shiva Latify
- 1,821 Mohammad Mansouri
- 1,818 Danielle Shelp
- 1,817 Michael Scarborough
- 1,815 Cristian Perez
- 1,810 Guadalupe Portillo
- 1,805 Amy Cyphers-Little
- 1,805 Cristhian Mendieta
- 1,804 Braxton Adams
- 1,803 Aliz Elvira Ruano
- 1,784 Ebikomboere Igo
- 1,783 Janice Brown
- 1,778 Troy Henderson
- 1,776 Julia Hoboda
- 1,772 Bradley Fordyce
- 1,767 Aaron Gamalinda
- 1,762 Martin Austin
- 1,753 Michael Maloney
- 1,751 Alex Jankowski
- 1,739 Sherine Zahra
- 1,736 Kacey Morgan

- \$ 1,733 Anthony Robertson
- 1,729 Richard Barbour
- 1,728 David Albano
- 1,727 Grant Paplin
- 1,724 Robert Ensign
- 1,715 Sherita Thompson
- 1,714 Aaron Chen
- 1,712 Susan Quassani
- 1,707 Ireland Sirni
- 1,706 Bobby Moore
- 1,700 Morsal Zarif
- 1,692 Joncarlos Sanchez
- 1,690 Jadwiga Martins
- 1,688 Lindsey Dettwiller
- 1,671 Alexander Nachman
- 1,662 Aubrey Wolfe
- 1,660 Yasmin Kapadia
- 1,657 Nick Scordos
- 1,655 John Torres
- 1,640 Michael Conner
- 1,640 Jacoby Barry
- 1,636 David Matsudaira
- 1,630 Patricia Santamarina
- 1,619 Hakan Ozalpaskan
- 1,616 Kaylee Luttrell
- 1,614 Jonathan Da-Al
- 1,612 Dmitry Pendro
- 1,612 Wilver Tappo
- 1,612 Damaris Trejo
- 1,611 Amalin Hernandez
- 1,601 Whitney Williams
- 1,600 Mitchell Mickovic
- 1,600 David Xaykosy
- 1,598 Jett Gibe
- 1,598 Sonia Silva
- 1,594 Cole Kushik
- 1,593 William Leslie
- 1,592 Brandon Lindsay
- 1,587 Oscar Gastelum
- 1,585 Willie Greenwood
- 1,580 Kory Louvelle
- 1,579 Michele Faul
- 1,578 Axyle Reddicks-Schilling
- 1,573 Manique Sala
- 1,572 Shelbie Pagan
- 1,555 Kristal Rodriguez Perez
- 1,550 Robert Stevens
- 1,547 Matthew Hefferon
- 1,545 Crystal Sulzer
- 1,544 Deanna Castaneda
- 1,543 Richard Carter
- 1,543 Carson Brewer
- 1,536 Michael Valent
- 1,533 Joseph Seus
- 1,529 Dimple Tremblay
- 1,528 Anthony Yard
- 1,527 Shawnta Mitchell
- 1,526 Leonard Pedroso
- 1,526 Peter Henke
- 1,524 Peter Hutton
- 1,523 Serage Jamil
- 1,523 Donald Gerstner
- 1,519 Jesse Fullmer
- 1,517 April Ross
- 1,512 Chris Densham
- 1,509 Stephanie Deal
- 1,506 Ruben Terrero
- 1,505 Jacob McClelland

- \$ 1,503 Jovencio Sales
- 1,500 Crystal Hardnett
- 1,492 Jack Pentek
- 1,492 Mickey Adkins
- 1,491 Taylor Phillips
- 1,489 Erika Aldana Santana
- 1,489 Cheri Naslund
- 1,489 Cornelia Francis Leakey
- 1,483 Josie Thomas
- 1,481 Jack Craig
- 1,477 Dustin Dunbar
- 1,471 Christopher Dark
- 1,469 Akinyemi Akinseye
- 1,469 Steven Valentim
- 1,469 Luis Lopez
- 1,467 Abigail Jones
- 1,462 Cedric Portis
- 1,455 Ashley Van Buren
- 1,454 Ashley Torres-Gutierrez
- 1,454 Pashion Ryals
- 1,452 Moise Sahakian
- 1,452 Crystal Vairetta
- 1,450 Johnathon Bogoslowski
- 1,449 Sanad Altal
- 1,448 Kaylee Luttrell
- 1,444 Jared Robertson
- 1,440 Colin Ghee
- 1,439 Maxwell Harrington
- 1,434 Kyle Baggett
- 1,432 Mario Andres Chavez
- 1,430 Morgan Boneberg
- 1,426 Brianna Baker
- 1,425 Harinderjit Sidhu
- 1,422 Michael Kampfer
- 1,411 Peter Gabranski
- 1,402 Agnieszka Kusper
- 1,400 Matthew Kinsey-Korzym
- 1,398 Cheryl Jones
- 1,396 Kekoa Jacobs
- 1,393 Sherice Bland
- 1,390 Rick Menard
- 1,389 Luxembourg Leonard
- 1,386 Marc Futterweit
- 1,385 Jenny Anderson
- 1,383 Johnny Khoury
- 1,381 Liomar Marval
- 1,380 Adriana Alvarez
- 1,380 Jarrell Jackson
- 1,380 Stephanie Hernandez
- 1,379 Orett Nelson
- 1,376 Deondric Williams
- 1,375 Mia Mitchell
- 1,374 Gregory Caldwell
- 1,373 Romal Omid
- 1,369 Heather Valdes
- 1,365 Victor Ledesma
- 1,362 Esmeralda Cruz
- 1,361 Alexander Iniakov
- 1,360 Tyler Ortiz
- 1,360 James Ganci
- 1,360 Denis Snyder
- 1,359 Jadson De Sousa
- 1,357 Lori Hamel Johnson
- 1,352 Donya Devore
- 1,350 Victoria Martinez
- 1,349 Hugo Ibarra
- 1,349 Saige Starkoff
- 1,349 Jeffrey A Smith


- \$ 1,347 Paola Ramos
- 1,346 Andrea V Laurent
- 1,346 George Plant
- 1,344 Lordd Sheffield
- 1,342 Luke Houston
- 1,341 Ronald Davis
- 1,340 Amandeep Kaur Gill
- 1,340 Matthew Zang
- 1,339 Lynn Svoboda
- 1,336 Jeannieliza Solis
- 1,335 Cleopatra Sola
- 1,333 Amir Iranidoosthaghghi
- 1,330 Michael Geyer
- 1,329 Steven Valentim
- 1,328 Joshua Butrey
- 1,328 Matthew Adams
- 1,327 Marla Seicean
- 1,327 Shamar Hall
- 1,326 Christopher Ross
- 1,324 Leslie Rabina
- 1,323 Heather Beatty
- 1,321 Asad Ahmed
- 1,320 Madison Mayoral
- 1,319 Cole Hopkins
- 1,316 Megan Bradshaw
- 1,314 Raeanne Johnson
- 1,312 Trentyn Leibert
- 1,310 Jeremy Bruce
- 1,308 David Melendrez
- 1,307 James Davis
- 1,307 Aliya Johansen
- 1,306 Mildrey Milian Toledo
- 1,306 Joshua Wade
- 1,304 Deshaune Hendrickson
- 1,302 Katy Rivera
- 1,301 Tension Mather
- 1,295 Sunshine Flores
- 1,293 Nicholas Opacian
- 1,292 Edith Garcia
- 1,289 Jeanne Rawls
- 1,285 Rick Menard
- 1,283 Joaquin Santos
- 1,283 Ariana Rodriguez
- 1,273 Carlos Pineda
- 1,270 Travis Carpenter
- 1,270 Andrea Schmitt
- 1,269 Jacob Hruska
- 1,263 Alejandra Perozo Montilla
- 1,262 Justin Neal
- 1,261 Lee Samatowic
- 1,259 Erin Gonzalez
- 1,258 David Lane
- 1,257 Jorge Alvarez
- 1,255 Kristle Roennpagel
- 1,254 Nicholas Triantafyllidis
- 1,253 Josiah Talton
- 1,250 Christina Scanlon
- 1,250 Arianna DaLuz
- 1,250 Woodrow Kincaid
- 1,247 Cooper Nipuelio
- 1,247 Alex Tran
- 1,242 Derek Woo
- 1,241 Morvarid Tadayon
- 1,241 Kathleen Davis
- 1,237 Yauri Victoria
- 1,237 Jose Pena Lima
- 1,236 Lindsay Belham
- 1,236 Shawn Penner

WORLD'S GREATEST BONUS - CONTINUED

SA/9A DIRECT CODE FIELD TRAINING BONUS


\$ 1,236 David Mayfield	\$ 1,175 Usman Ayaz	\$ 1,129 Anthony Gray	\$ 1,092 Igor Melcharek	\$ 1,050 Natalee Graham	\$ 1,027 Taylor Palmer
1,230 Pilar Aragon Diaz	1,175 Scott Florin	1,128 Deandre Barber	1,090 Evan Holzhauser	1,050 Adelma Delgado	1,025 Mahdi Wade
1,225 Peer Shmelzer	1,174 Sylvain Kalombo	1,127 Breann Hoenig	1,089 Nicholas Poborsky	1,049 John Catalano	1,024 Jose Sardi
1,224 Nelson Rodriguez	1,174 Ashley Bender	1,125 Jamie Higa	1,088 Victoria Lewis	1,049 Shane Rowe	1,024 Christopher Jeantet
1,224 Christopher King	1,172 Toni-Ann Allen	1,125 Taylarr Nathaniel	1,088 Eduardo Hernandez	1,046 Danielle Anderson	1,023 Jeremy Osborn
1,217 Zayd Burns	1,168 Julie Childs	1,123 Keith Seaman	1,086 Bo Cochran	1,046 Zachary Chousky	1,022 Armani Abreu
1,215 Pascual Gonzalez Maillo	1,167 Edward Austin	1,122 Shantoya Henry	1,085 Jessica Bender	1,045 David Hart	1,021 Dulce Paz
1,215 David Asbra	1,164 Ynggrid Seijas Garboza	1,120 Alejandro Sanchez Rios	1,084 Jeffrey Frias	1,044 Leyna Tran	1,021 Gabriel Del Vecchio
1,215 Cathleen Hairston	1,163 Marian Gerges	1,117 Kahlil Blakely	1,080 Brandon Mckandes	1,044 Diego Demerath	1,021 Dylan Marroquin
1,215 Georgia Bouquel	1,162 Kristina Guerrero	1,115 Flor Gisela Mena Urruita	1,080 Amanda Lustbader	1,043 Tevin Overton	1,020 Ellen Tuttle
1,213 Jacob Brossard	1,162 Maria Lugo Rincon	1,113 Preston Turchin	1,076 Chantia Williams	1,042 David De Anda	1,018 Jeffery May
1,212 Katie Stahulak	1,162 Alexa Fernandez	1,112 Trinity Allen	1,073 Conor Peppard Kramer	1,042 Charles Belt	1,016 Jessica Bulzacchelli
1,212 Michael Kent	1,160 Bruce Tan	1,112 Tina Janti	1,073 Daniel Scott	1,042 Luke Reiter	1,015 Felipe Rojas
1,210 Richard Guerra	1,157 Zayd Alwawi	1,111 Jonathan Villa	1,072 Katee Hodge	1,041 Jomar Howell	1,015 Jose Mejia
1,209 Brenton Fulton	1,156 Mitchell McLaughlin	1,108 Tyler Lala	1,072 Eleisa Carlino Andrea	1,040 Madeyell Meza Castro	1,014 Steven Roberts
1,209 Nicolas Rodriguez	1,155 Frederick Holguin	1,108 Jeremy Engrav	1,071 Michael Bohler	1,040 Rahman Mashriqi	1,013 Veronica Britos
1,204 Mauricio Soberanes	1,153 Wasiq Warraich	1,108 Armando Fariamilt	1,070 Theodore Stokes	1,037 Talon Trent	1,012 Peter Kaplanis
1,203 Susan daCruz	1,153 Cassandra Bryce	1,107 Ricardo Herrera	1,068 Robert Jackson	1,036 Jesse Lane	1,010 Tai Nguyen
1,198 Estevan Castro	1,150 Kathleen Fraiser	1,107 Triston Miller	1,066 Nelson Sucre	1,034 Dameyan Chambers	1,010 Brianna Ferreira
1,195 Anthony Ruggiero	1,150 Gregory Cribley	1,107 Khadijah Muhammad	1,065 George Gerges	1,033 James Hopkins	1,009 Evany Guzman Robles
1,193 Gregory McDuffie	1,149 Samuel Drummond	1,107 McKerlyn Vilsaint	1,063 Cross Stepowski	1,033 Rocio Urquilla	1,008 Howard Dotson
1,192 Austin G Clark	1,146 Allie Henderson	1,105 Jesse Spencer	1,063 Muhammad Mansoor	1,030 Ryan Bevan	1,007 Kareem Mutia
1,189 Kian Frost	1,146 Calvin Irving	1,104 Brandon Hanks	1,059 Brian Colarusso	1,029 Monique Gravatt	1,007 Stuart Pagan
1,187 Ryain Lee	1,145 Jaxon Bellar	1,103 Melanie Sanchez	1,059 Adrian Horsham	1,029 Edward DeFurio	1,007 Zaira Chowdhury
1,186 Yuhail Castillo	1,144 Matthew Hunsberger	1,103 Alexis Mena	1,059 Danny Geva	1,029 Ashley Jackson	1,006 Leonardo Vidoza Perdomo
1,183 Daniel Magnus	1,144 Vienna Howat	1,102 Monica Lee	1,057 Bianca Rodriguez	1,028 Trace Cary	1,004 Eileen Burningham
1,180 Brennen Guerin	1,135 Ryan Cummings	1,100 Olaniyan Eaglin	1,055 Jennifer Headley	1,028 Mason Duty	1,004 Orrin Gatling
1,178 Parker Powers	1,135 Lisbeth Vasquez Rodriguez	1,096 Jesse Doherty	1,054 Shane Richins	1,027 Michael McLaughlin	1,003 Westley McNeil
1,177 Jonathon English	1,132 Jordan Hamrick	1,096 Nicholas Hardy	1,052 Rana Shirer	1,027 Brianne Hill	
1,176 Carlos Iraheta Barrientos	1,130 Carlos Zambrano	1,093 Erimano Msafiri	1,052 Evan Pinkerton	1,027 Jake Kim	

1




ANTONIO REYES
\$17,270
Albert Serur

2




SHAKRESHA PARHAMS
\$10,684
Washington-Washington

3




ISABELLA CHACIN
\$8,383
Zaida Ferrer

4



TYLER MCKNIGHT
\$8,296
AO

5



KELLY JONES
\$7,591
Henderson-Locker

DIRECT VIP BONUS

JUNE BONUS LEADERS

PAYOUT: \$172,750

QUALIFIERS: 358

\$ 2,000 Grant Paplin	\$ 1,000 Sylvia Faucher	\$ 1,000 Alexander Weel	\$ 500 Fernando Coiran	\$ 500 Michael Kosutich	\$ 500 Antonio Reyes
1,750 Ashley Applon	1,000 Madison Fritz	1,000 Adam Wheeler	500 Martin Correa Avila Robb	500 Mark Lahijani	500 Colten Rice
1,750 Keeland Bryant	1,000 Alexander Gomez	750 Chilynn Acevedo	500 Jenny Curiel	500 Karissa Langill	500 Heccy Rivas
1,750 Joshua Hosenbold	1,000 Justin Haisha	750 Luis Almaguer	500 Carlos Da Cruz	500 Alejandra Larez Morales	500 Ronald Rivera
1,750 Amanda Urdaneta	1,000 Aften Hamm	750 Kyle Dance	500 Samantha Dallmer	500 Ana Gabriela Lechuga	500 Daniel Rock
1,500 Montzer Alwatan	1,000 Julian Hicks	750 Richard Dingle	500 McKenna Dalton	500 Shamika Levy	500 Kara Roenspies
1,500 Taulant Bane	1,000 Anthony Iacovino	750 Omar Fernandez	500 Stephen Davis	500 Chris Lewis	500 Victor Romero
1,500 Allie Henderson	1,000 Jimmy Johnson	750 Blaine Fuller	500 Anthony Dell'anno	500 Clayton Lite	500 Kerly Salazar
1,500 Phi Phan	1,000 Kelly Jones	750 Vaughn Gray	500 Michael Denton	500 Mark Lomonaco	500 Miguel Serrano
1,500 Lee Samatowic	1,000 Spencer Kozej	750 Maryger Guedez	500 Dorothea Dockett	500 Mario Lozoya	500 Rana Shirer
1,500 Tyler Teague	1,000 Cole Kushik	750 Gage Harrington	500 Aaron Ebel	500 Kurt-James MacMillan	500 Luis Soriano
1,500 Jessica Yates	1,000 Angel Marquez	750 Alexis Mena	500 Ahmed Elagrab	500 Alejandra Maldonado	500 Jesse Spencer
1,250 Billie Beverley	1,000 Ryan Martin	750 Alexander Nachman	500 James Evans	500 Anthony Marsella	500 Trentan Stamm
1,250 Nicholas Beyer	1,000 Crystal Mekdarasack	750 Michael Schaefer	500 Shawn Feistamel	500 Doris Martinez Garcia	500 Jagdish Sukhu
1,250 Jacob Carter	1,000 Kelly Nelson	750 Gary Slocum	500 Cesar Fernandez Vieira	500 Oliany Matos Abella	500 Kamal Tayyib
1,250 Walter Henderson	1,000 Bobby Park	750 Daniel Zotter	500 Charles Gangloff	500 Karli McCleery	500 Sherita Thompson
1,250 Ed-Maggie Myrthil	1,000 Manuel Perkins	750 Manuel Alamo	500 Jennifer Gilkie	500 Isaiah McGee	500 Brandon Tolliver
1,250 John Rings	1,000 Rowyn Rivas	500 Devin Armstrong	500 Brenda Giron Rangel	500 Darez Meriwether	500 John Tong
1,250 Damaris Trejo	1,000 Cesar Romero Vasquez	500 Luissana Atacho Chirinos	500 Ardian Gojcaj	500 Taylor Moran	500 Isaiah Townsend
1,000 Assad Aboltef Akel	1,000 Stella Roznovan	500 Yendy Avellaneda	500 Geneo Grissom	500 Giselle Navarro Zuniga	500 Latoya Turner
1,000 Juan Aleman Madriz	1,000 Brendan Rudzonis	500 Brady Basinger	500 Nathan Haralson	500 Jean-Marie Otiom	500 Liliana Valbuena Soto
1,000 Adrain Alfred	1,000 Tabitha Sanders	500 Franco Bilotti	500 Steven Harding	500 Morella Parejo	500 Luciano Valero Vidal
1,000 Al-Shakise Anderson	1,000 Blair Sheppard	500 Jordan Brown	500 Chandavy Heng	500 Kimberly Pearson	500 Christian Gojcaj
1,000 Alon Barnur	1,000 Joseph Sixta	500 Timothy Bugge	500 Nathalia Hernandez	500 Peter Poulakis	500 Leonardo Vidoza Perdomo
1,000 Kelly Benner-Campbell	1,000 Nelson Sucre	500 Christopher Burkholder	500 Nicole Hinz	500 Shawntell Powell	500 Timothy Welsh
1,000 Kelly Betancourt	1,000 Sean Taylor	500 Starla Cates	500 Sahrroz Hussain	500 Melissa Quijano Martinez	500 Vasilios Xenikakis
1,000 Timothy Cruise	1,000 Jhanna Valerio Vivas	500 Nicole Cenknor	500 Alex Jankowski	500 John Raghu	500 Juneth Zambrano De Grasso
1,000 Caren Deanda	1,000 Amber Vandivor	500 Noelia Chavez	500 Salaur Khorrami	500 Paola Ramos	

JUNE BONUS LEADERS


PAYOUT: \$459,535

QUALIFIERS: 570

\$ 17,270 Antonio Reyes	\$ 2,099 Victor Romero	\$ 1,315 Nicholas Beyer	\$ 927 Sara Lantz	\$ 654 Jeremy Bruce
10,684 Shakresha Parhams	2,095 Keenan Bignall	1,306 Geoffrey Humboldt	926 Ethan Tolbert	630 Isaiah Townsend
8,383 Isabella Chacin	2,095 Henry Stone	1,302 Shelby Pagan	902 Taikendy Trinh	629 Olimar Cassarino Figueroa
8,296 Tyler McKnight	2,058 Ryain Lee	1,287 Nicholas Catenacci	895 Cassidy Griffin	627 Patricia Santamarina
7,591 Kelly Jones	2,036 Pablo Castro Gault	1,281 James Snipes	877 Chandavy Heng	626 Faez Jbour Al Choufi
6,170 Zakaria Elgahmi	2,010 Peter Ko	1,276 Jusem Hajali	873 Kyle Baggett	621 Vedran Sudar
5,907 Michael Schaefer	1,919 Andrea Silva	1,276 Brett Miller	871 Bradley Sullivan	617 Anthony Dell'anno
5,627 Mayerlin Ramirez Davila	1,919 Vaughn Gray	1,242 Selina Maldonado	861 Dalton Moore	615 Funmilola Elumade
5,133 Kolin Delija	1,908 Melissa Dalby	1,242 William Shealey	855 Isaiah McGee	608 Devante Streater
4,838 Torian Fields	1,905 James Hopkins	1,241 Nathan Garlow	854 Sandra McHugh	606 Kekoa Jacobs
4,479 Srinivas Yerraganti	1,888 Dylan Garrett	1,238 Christopher Montoni	853 Jeffrey May	597 Jordan Beroid
4,445 Amanda Urdaneta	1,880 Damian Woods	1,237 Joshua Butrey	844 Ryan Burns	596 Jessenia Shavlik
4,332 Russel Brooks-Martin	1,830 Josiah Talton	1,237 Stefan Johannsson	835 Daniel Ramirez	590 Emilia Viscarra
4,236 Eleisa Carlino Andrea	1,827 Joshua Jenkins	1,236 Tyler Sikarskie	835 Brian Morris	587 Courtney Kern
4,187 Dylan Rankin	1,808 Tomlin Douglas	1,236 Tyler Sikarskie	819 Andrews Salas Gomez	584 Alexander Pham
4,104 Fation Vrushu	1,777 Carlos Vasquez	1,187 Jordan Hamrick	815 Joseph Sixta	574 Elizabeth Contreras
4,036 Kawonia Washington	1,750 Maria Lugo Rincon	1,183 Allen Haralson	812 Celines Santana	570 Chelsey Carpenter
4,009 Rochelle Magpantay	1,741 Iris Hinojosa	1,183 Verna Willbur	808 John Zalesky	560 Amaris Jones
3,938 Nelson Sucre	1,705 Cesar Romero Vasquez	1,159 Jacoby Barry	799 Rismary Colina Lopez	560 Alianna Tineo
3,807 Lisbeth Vasquez Rodriguez	1,705 Luis Almaguer	1,156 Grant Paplin	789 Charles Gangloff	544 Jordan Mosher
3,668 Mina Nademihosseini	1,694 Brittany Williams	1,149 Michael Wade	788 Latanya Rawles	538 David Gallagher
3,636 Juneth Zambrano De Grasso	1,685 Daoud Naser	1,149 Jeffrey English	786 Caren Deanda	538 Matthew Lewis
3,552 Crystal Mekdarasack	1,681 Vanessa Suiter	1,139 Dylan Kovaleski	783 Richard Sidoti	538 Vasilios Xenikakis
3,536 Colten Rice	1,677 Thomas Siebert	1,104 John Rings	780 Christian Morales	535 Obinna Joseph
3,406 Nikolai Zollinger	1,677 Chase Young	1,099 Alexander Weel	778 Patricia Kick	534 Courtney Weseman
3,246 Marquies Price	1,649 Tyler Roenicke	1,096 Ali Saad	776 Kathryn Thorburne	534 Estefani Nava Rubio
3,177 Ashley Applon	1,600 Santino Ciocca	1,090 Lindsey Stakset	764 Daniel Scott	532 Shiva Latify
3,146 Cole Bramhall	1,592 Crystal Sulzer	1,068 Josh Spence	764 Ana Gabriela Lechuga	532 Brent Henderson
3,079 Lee Samatowic	1,550 Zachary Marshall	1,063 Troy Henderson	759 Luissana Atacho Chirinos	531 Yarlys Torres
2,824 Sahrroz Hussain	1,506 Justin Haisha	1,060 Endy Surial	759 Arthur Francis	529 Haley Pflieger
2,822 Alyssa Contreras	1,505 Austin Botts	1,055 Joanna Grossman	754 Marian Gerges	527 Hannah Rockensuess
2,821 Shundra Hampton	1,489 Patrick Sullivan	1,046 Donald Wash	741 Jason Kelley	521 Ninoska Sanchez
2,781 Ashley Woodyard	1,484 Gage Harrington	1,033 Jesse Spencer	736 Sylvia Faucher	520 Simon Reichert
2,774 Mario Lozoya	1,458 Nicholas Gomez	1,031 Herinderjit Sidhu	725 Christopher Rives	520 Douglas Hernandez Borges
2,754 Ana Machado Rodriguez	1,456 Brian Colarusso	1,003 Yesenia Bernal	721 Jacob Carter	516 John Bennett
2,689 Latoya Turner	1,451 Yasiel Rodriguez Naranjo	997 Jessica Burghardt	717 Michele Faul	515 Simonne Leblanc
2,591 Martin Correa Avila Robb	1,438 Rowyn Rivas	995 Angel C Marquez	708 Jillian Arshadi	513 Kegan Owen
2,563 Garrett Amora	1,438 Mohamed Chaki	993 Giselle Navarro Zuniga	707 Allissa Collins	512 Vincent Neal
2,555 Luis Alvarez	1,426 Kyle Ocupe	992 Montzer Alwatan	693 Tom Shamon	512 Amber Vandivor
2,517 Fidel Rivero	1,415 Logan Buckley	983 Justin Neal	688 Maryger Guedez	509 Jericho Cail
2,458 Damaris Trejo	1,413 Samantha Dorrough	977 Laura Fredlick	682 Gary Louis-Charles	509 Nicole Cenknor
2,443 Angel Marquez	1,398 Alejandra Maldonado	971 Asmar Bilal	682 Nicole Bolognesi	507 Christopher McMahan
2,430 Christian Gojcaj	1,391 David Fuller	969 Jacob Espitia	681 Karli McCleery	505 April Ross
2,370				


LEADERSHIP BONUS

1



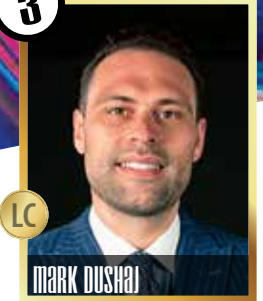
MATTHEW CONRAD
\$47,282
S-S-Parks-Salvaggi

2




DANIEL LI
\$45,384
AO

3




MARK DUSHAJ
\$41,650
AO

4



ANDI IFTIU
\$37,482
AO

5



SEAN TAYLOR
\$33,713
Henderson-Locker

JUNE BONUS LEADERS | PAYOUT: \$2,186,461 | QUALIFIERS: 796

- \$ 47,282 Matthew Conrad
- 45,384 Daniel Li
- 41,650 Mark Dushaj
- 37,482 Andi Iftiu
- 33,713 Sean Taylor
- 30,035 Alexandra Berberich
- 29,607 Ian Zollos
- 29,114 Mitzi Holmes
- 27,992 Jozef Tinaj
- 24,966 Steven King
- 24,780 Mark Neilson
- 22,869 Zach Otto
- 22,501 Jeffrey Espinal
- 18,787 Jihad Ottallah
- 18,612 Taleb Jammoul Hajali
- 18,348 Andrew Bishop
- 18,024 Joshua Hosenbold
- 17,878 Arturo Romero
- 17,719 Derek Foore
- 17,445 Carol Fernandez
- 17,249 Daniel Prinzo
- 16,479 Joshua Olin
- 15,997 Justin Adams
- 15,811 Ashley Rust
- 15,742 Arif Hajro
- 14,738 Chilynn Acevedo
- 13,257 Tanner West
- 13,028 Chris La Fond
- 12,981 Alexandria Greer
- 12,921 Nikola Homesin
- 12,737 Bledar Bane
- 12,121 Stella Roznovan
- 11,819 Spencer Kozej
- 11,812 Caritza Rojas
- 11,721 Blake Higuchi
- 11,658 Dalton Cassavoy
- 11,496 Susana Vargas
- 11,485 Clayton Slaughter
- 11,462 Sierra Hartwig
- 11,149 Dianka Blash
- 10,869 Bobby Gujral
- 10,513 Marvin Fernandez
- 10,439 Cody Gardner
- 10,303 Christian Gojcaj
- 10,078 Ryan Martin
- 10,040 Brandon Summerton

- \$ 9,960 Jenny Kim
- 9,827 Jordan Brown
- 9,679 Joseph Tomanovich
- 9,420 Jacob Krieger
- 9,358 Alexander Gomez
- 9,273 Michael Geyer
- 9,222 Ileana Tineo
- 8,801 Trevor Hawkins
- 8,743 Daniel Pacheco
- 8,721 Maria Bonilla Borrego
- 8,651 Ileana Kahwaji
- 8,597 Zackarea Hakim
- 8,408 Jillian Getz
- 8,381 Bryce Engstrom
- 8,301 Rana Shirer
- 8,271 James Fangmann
- 8,252 Mark Bernsdorff
- 8,174 Nick Scordos
- 8,135 Tristian Haynes
- 8,077 Alex Jankowski
- 8,061 Jesse Barker
- 7,896 Nathan Frahm
- 7,868 Brandon Gamagami
- 7,821 Javier Diaz
- 7,806 Katelyn Ucar
- 7,801 Tucker Gregor
- 7,788 Bobby Park
- 7,582 Kelechi Anele
- 7,566 Stephen Davis
- 7,491 Alejandra Larez Morales
- 7,430 Justin Diaz
- 7,338 Jhanna Valerio Vivas
- 7,240 Franco Bilotti
- 6,925 Blair Sheppard
- 6,902 Ryan Stenglein
- 6,881 Mike Paragiou
- 6,811 Jordan Stelzer
- 6,625 Dillon Zartman
- 6,491 Anthony Mazurkewicz
- 6,395 Tami Chaimov
- 6,319 London Burnett
- 6,317 Carlos Navas
- 6,272 Elio Mertiri
- 6,129 Ashley Applon
- 6,089 Ed-Maggie Myrthil
- 6,087 Tyler Teague

- \$ 6,068 Eric Thompson
- 6,000 Joseph Crivelli
- 5,997 Braydon Cameron
- 5,979 Adrienne Bragas
- 5,971 Ashlynn Orng
- 5,962 Hasan Ghazal
- 5,828 Melinda-Rae Lyse
- 5,718 Laurence Moore
- 5,640 Kolin Delija
- 5,634 Alon Barnur
- 5,501 Aldo Ramirez Marinelli
- 5,489 Zachery Kertulis
- 5,473 Parveen Lakhani
- 5,466 Fernando Coiran
- 5,465 Bruce Viaje
- 5,443 Michael Denton
- 5,435 Jeffery May
- 5,413 Matthew Sutton
- 5,326 Adrain Alfred
- 5,293 Raul Pinto
- 5,281 Luay Ghawi
- 5,227 Meredith Woolverton
- 5,223 Christopher Larsen
- 5,213 Johnny Gerges
- 5,195 Ana Naim
- 5,171 Eno Iftiu
- 5,013 Tyler DuBois
- 4,900 Melissa Sidoti
- 4,891 Michele Stewart
- 4,843 Marc Futterweit
- 4,831 Bobby Hamilton
- 4,798 Sara Vaz
- 4,791 Paige Zuzick
- 4,758 Nicholas Chuma
- 4,758 Joshua Notte
- 4,752 David C Williams
- 4,693 Adem Abdula
- 4,665 William Thomas
- 4,655 Ashkan Khoshmagham
- 4,654 Shereen Catalano
- 4,651 Aaron Friedlander
- 4,616 Oscar Gastelum
- 4,569 Jesse Doherty
- 4,561 Troy Plummer
- 4,382 Augusto Arango
- 4,310 Stuart Pagan

- \$ 4,268 Steven Warner
- 4,252 Alan Sedaghat
- 4,227 Robert Hepler
- 4,216 Jessica Chang
- 4,210 Robert Joseph
- 4,195 Robin Gonzalez
- 4,191 Noah Vongunden
- 4,172 Joshua McTier
- 4,170 Steven Sparkes
- 4,165 Phi Phan
- 5,501 Alberto Alcalá
- 4,123 Michael Burningham
- 4,102 Jennifer Gilkie
- 4,096 Ervin Metaj
- 4,078 Dustin Maska
- 4,056 Weena Centeno-Wade
- 3,961 Marvin Gonzalez
- 3,929 Laurreta Bawo
- 3,910 Nelson Sucre
- 3,910 Cara DeFiore
- 3,888 Kathleen McArthur
- 3,841 Justin Hermann
- 3,839 Kevin Gillum
- 3,832 Priscilla Blanco
- 3,797 Andrew Hynan
- 3,794 Tyler McKnight
- 3,786 Joshua Butrey
- 3,777 Panaris Bregu
- 3,750 Britton Costa
- 3,727 Daniela Rangel
- 3,698 Mark Lahijani
- 3,683 Mohamed Aljahmi
- 3,655 Tyler Tasa
- 3,620 Jacqueline Kabluyen
- 3,573 Carrington Hanna
- 3,563 Kurt Evans
- 3,542 Justin Neal
- 3,486 Devin Moore
- 3,446 John Santosuosso
- 3,442 Jessica Specht
- 3,424 Chad McLaughlin
- 3,351 Ardian Gojcaj
- 3,344 Romal Omid
- 3,245 Kingsley Hansen
- 3,234 Adam Wheeler
- 3,146 Sabrina Agostini

- \$ 3,088 Aaron Piotrowski
- 3,079 Tahis Quintero Bonilla
- 3,070 Noe Perez
- 3,065 Joseph Nelson
- 3,061 Bradley Fordyce
- 3,055 John Catalano
- 3,016 Chris McFoy
- 3,015 Jonathan Da-Al
- 3,011 Luciano Valero Vidal
- 3,006 Selale Booher
- 4,153 Richard Sidoti
- 3,002 Jessica Yates
- 2,965 Jesse Benwell
- 2,958 Veronica Coval
- 2,955 Daniel Perkins
- 2,944 Brent Bowling
- 2,941 Jake Yagjian
- 2,932 Micah Focken
- 2,930 Giovanni Vacca
- 2,929 Nabil Atallah
- 2,903 Mario Hajro
- 2,898 Toni-Ann Allen
- 2,882 Patrick Knouse
- 2,879 Ruben Terrero
- 2,869 Todd Engelson
- 2,818 Anthony Salerno
- 2,800 Jacob Carter
- 2,797 Mele Makaui
- 2,771 Nicole Sanders
- 2,747 Matthew Melhorn
- 2,729 Matthew Hunsberger
- 2,714 Jennifer Ragan
- 2,709 Taulant Bane
- 2,700 James Sodan
- 2,697 Gregory Rudolph
- 2,668 Jorge Toribio
- 2,666 Jared Guglielmino
- 2,663 Diego Vargas
- 2,658 Monica Lee
- 2,626 Slavita Hut
- 2,602 Kevin Beaver
- 2,586 Daniel Zotter
- 2,585 Kingsley Ibeh
- 2,585 Rea Lynch
- 2,563 Michael Gerstein
- 2,544 Jason Bratin

- \$ 2,534 Kevin Appasamy
- 2,534 Brittmarie Yarian
- 2,526 Giorgi Gogidze
- 2,502 Mayra Robles
- 2,475 Viktorious Dugan
- 2,473 Maria Lugo Rincon
- 2,472 Maurice Brown
- 2,470 Michael Giachetti
- 2,466 Sierra Kelsey
- 2,424 Jake Gelb
- 2,418 Steven Pavel
- 2,417 Darius Rowan
- 2,389 Jimmy Johnson
- 2,387 Ahmed Elagrab
- 2,376 Jonathan Ballard
- 2,370 Robert Jackson
- 2,339 Joseph Michelin
- 2,335 Gunnar Jorstad
- 2,331 Calvin Judd
- 2,302 Jose Mejia
- 2,299 Michael Cirelli
- 2,286 Craig Stropmf
- 2,284 Carmen Pena Guedez
- 2,281 Mitchell McLaughlin
- 2,267 Brian Tanner
- 2,250 Seth-Thomas Ordeneaux
- 2,249 Evan Stewart
- 2,235 Cesar Romero Vasquez
- 2,225 Tabitha Sanders
- 2,221 Zakaria Elgahmi
- 2,218 Travis Picklesimer
- 2,211 Maria Lagios
- 2,193 Justin Sutton
- 2,162 Ross Ewen
- 2,145 Jonathan Giaco
- 2,143 Kevin Musai
- 2,116 Brandon Hughes
- 2,103 Brian Jerome
- 2,090 Andrew Chambers
- 2,088 Brandon Minor
- 2,073 Manique Sala
- 2,073 Regina Koonce
- 2,039 Katy Rivera
- 2,025 Michael McKiernan
- 2,021 Evan Donoghue
- 2,015 Ryne Morozowski
- 2,009 Christopher Montoni
- 2,004 Alejandro Jardon
- 1,994 Carlo Buhay
- 1,993 Mickey Adkins
- 1,989 Martin Correa Avila Robb
- 1,987 Akram Mirahmadi Shalamzari
- 1,984 Jennifer Savino
- 1,934 Ethan Tolbert
- 1,932 Mauro Capozucca
- 1,912 Iffrah Tahir
- 1,890 Edward Leon
- 1,866 Jonathan Conner

- \$ 1,800 Matthew Diulus
- 1,789 Jesse Fullmer
- 1,787 Nicholas Opacian
- 1,753 Jesus Parra
- 1,752 Francesca Veltri
- 1,747 Kurt Meaux
- 1,745 Paul Rumbuc
- 1,732 William Parmeter
- 1,726 Aubrie Ray
- 1,723 Katie Stahulak
- 1,711 Kenneth Barker
- 1,695 Tomarus Burks
- 1,695 Donald Shafer
- 1,686 Richard Zuccato
- 1,685 Christopher Bungay
- 1,661 Timothy Wilson
- 1,658 Marisa Willgruber
- 1,657 Dustin Dunbar
- 1,638 Brandon Bennett
- 1,632 Samuel Artzis
- 1,625 Andres Cano
- 1,608 Adam Kidikas
- 1,607 Avion Johnson
- 1,606 Jonathan Meyer
- 1,602 Kamal Tayyib
- 1,599 Jeffrey Hall
- 1,590 Abigail Luna Rodriguez
- 1,584 Ryan Slone
- 1,573 Tebi Njilefack
- 1,568 Venus Grier
- 1,564 Arcelia Zizumbo
- 1,556 Jacob Reiter
- 1,547 Lamar Russell
- 1,544 Kelly Schoenherr
- 1,542 Jonathan Phillips
- 1,542 Quinn Boucaud
- 1,533 Eric Caballero
- 1,526 Asante Jackson
- 1,518 Sylvain Kalombo
- 1,484 Austin Macias
- 1,473 Bruno Nuro
- 1,456 Marie Laine
- 1,451 Clayton Friday
- 1,449 Patricia Cicerale
- 1,447 Heriberto Chavez
- 1,438 Magda Figueiredo
- 1,430 Steven Counts
- 1,430 Aaron Patt
- 1,425 Alexis Pineiro
- 1,425 Ngan Pham
- 1,402 Kyle Baggett
- 1,399 Christopher Hintz
- 1,399 Gavin Gambhir
- 1,394 Nicholas Beyer
- 1,378 Joshua Goodman
- 1,373 Derek Johnson
- 1,361 Al-Shakise Anderson
- 1,360 Joshua Jackson

- \$ 1,342 Ariana Jones
- 1,330 Daniel Levine
- 1,329 George Ray
- 1,310 Michael Conner
- 1,309 Michael Maloney
- 1,302 Ian Pickett
- 1,300 Angel Marquez
- 1,296 Joseph Seus
- 1,294 Nicklaus Boker
- 1,281 Tension Mather
- 1,278 Kurt-James MacMillan
- 1,274 Tanner Midlick
- 1,269 Bradley Christiansen
- 1,266 Phillip Rigoli
- 1,262 Jusem Hajali
- 1,257 Jacob Rosinsky
- 1,246 Massoud Yaziri
- 1,238 Endy Suriel
- 1,236 Brenna Behan
- 1,228 Chase Miller
- 1,215 Ana Machado Rodriguez
- 1,195 Matthew Bogle
- 1,194 Nancy Duong
- 1,190 Meaghan Krecsko
- 1,190 Paul Samra
- 1,156 Jinelly Carvajal
- 1,135 William Benline
- 1,133 Stefan Johannsson
- 1,110 Edward DeFurio
- 1,105 Randall Cook
- 1,096 Sonia Silva
- 1,095 Taurean Flournoy
- 1,090 Roxana Duarte Castillo
- 1,086 Tanner Duy
- 1,068 George Shafiek
- 1,054 Andres Liranzo
- 1,053 Victoria Lewis
- 1,029 Juan Olvera
- 1,025 Matthew Ward
- 1,024 Tina Lopez
- 1,010 Devin Lewis
- 1,010 Matthew McDowell
- 1,007 Faez Jbour Al Choufi
- 1,003 Michael Botond
- 996 Garron Moffett
- 992 Yolamar Picon Mora
- 974 Griffin Parker
- 963 Peter Gabranski
- 962 Muzit Berhe
- 962 Christopher Botelho
- 956 Beau Minnick
- 954 Taikendy Trinh
- 935 Daniel Arzate Roa
- 926 Braeden Gilbert
- 914 Jadwiga Martins
- 910 Luis Holguin-Juarez
- 905 Sherrie McCarty
- 904 Patrick Minto

- \$ 904 Maurice Coleman
- 904 William Flournoy
- 903 Raul Rojas
- 900 Trace Johnson
- 898 Wilbert Woods
- 881 Serge Brouillette
- 878 Hector Luque
- 876 Normaned Arocho Pendas
- 875 Nicole Herrin
- 874 James C Romero
- 866 Jonathan Rindt
- 866 Rebecca Patterson
- 860 Nicole Wright
- 851 Alyssa Shamsi
- 849 Jordan Hamrick
- 846 Carlos Colina
- 845 Arthur Trost
- 834 Jovanie Scarlett
- 828 Silas Merkel
- 823 Taj Tumber
- 821 Morgan Lobello
- 818 Dan Ikei
- 812 Cole Hatfield
- 812 Tecole Smith
- 793 Courtney Weseman
- 792 Jonathan Pollock
- 784 Christopher Burkholder
- 775 Rochelle Magpantay
- 774 Dirk Devries
- 757 Eric Martinez
- 753 Cory Moncol
- 746 Evelyn Leon-Perez
- 744 Jacoby Barry
- 741 Preston Klutz
- 729 Enri Sako
- 728 Hannah Rockensuess
- 723 Eric Caballero
- 721 Nakita Fortin
- 719 John Collins
- 718 Gabriela Sime
- 718 Matthew Hudlin
- 706 Travis Vaughn
- 697 Thor Leighton
- 694 David Wang
- 692 Jessica Kay
- 692 David Bilotti
- 687 Teresa Rasmussen
- 677 Nathan Haralson
- 674 Antonio Reyes
- 671 Omaira Garces Ramonez
- 670 Rupinder Toor
- 667 Shalom Chaimov
- 666 Daniel Schwartz
- 662 Claude Hamilton
- 660 Caleb Chippuz
- 650 Amalia Rodriguez De Nava
- 650 Brian Herb
- 648 Jose Castillo

- \$ 641 Richard Leveille
- 635 Paola Asaro Avila
- 628 Zachary Hofreiter
- 620 Ethan Pfeifer
- 618 Aaron Parks
- 611 Mark Lomonaco
- 603 Breyon Williams
- 599 Kristi Basho
- 598 David Gallagher
- 597 Matthew Obringer
- 596 Jeremiah Russin
- 596 Troy Henderson
- 596 Tevin Overton
- 593 Deshaunte Longley
- 588 Michael Nehme
- 582 Jermaine Moyer
- 570 Lalitha Janardhanan
- 570 Brent Henderson
- 565 Anthony Williams
- 565 Angela Carinder
- 564 Sokol Faziul
- 563 Connor O'Donnell
- 550 Joshua Elkins
- 549 Jeramey Pitman
- 549 Dustin Hess
- 545 Michael Locke
- 537 Kwabena Antwi
- 535 Leanna Sinclair
- 534 Colin Ghee
- 528 Kara Roenspies
- 527 Adrion Robertson
- 523 Morgan Boneberg
- 522 Ronaldo Leon
- 521 Caren Deanda
- 520 Razan Zarba
- 518 Sasha Oakes
- 513 Alejandro Sanchez Rios
- 513 Aliya Johansen
- 508 Isaiah McGee
- 506 Samantha Garcia
- 505 Hussein Kutkut

MGA/RGA GROWTH BONUS

MGA

1 ENO IFTIU \$176,496 AO	2 MARK DUSHAJ \$131,764 AO	3 STEVEN KING \$105,730 Darcy Schrieber	4 TALEB JAMMOUL HAJALI \$90,721 Walter Icaza	5 ANTHONY MAZURKEWICZ \$72,924 Stephen Giddens
6 ZACH OTTO \$71,179 Sabrina Lloyd	7 NICHOLAS CHUMA \$65,970 S-S-Bendure-Hartwig	8 IAN ZOLLOS \$62,381 S-S-Parks-Salvaggi	9 JUSTIN MASKA \$59,277 Arias-Dlabik	10 JOSEPH TOMANOVICH \$57,074 AO

RGA

1 MARIO HAJRO \$197,318 AO	2 MARK NEILSON \$98,298 AO	3 RYAN STENGLEIN \$84,300 AO	4 TAULANT BANE \$61,138 AO	5 ERIC THOMPSON \$55,517 S-S-Parks-Salvaggi
6 MARK DUSHAJ \$50,052 AO	7 BRANDON SUMMERTON \$32,415 AO	8 CLAYTON SLAUGHTER \$29,359 Michael Vasu	9 JENNY KIM \$27,602 AO	10 DANIEL PACHECO \$27,584 Beto Quintero

MGA ROOKIE

1 DANIEL LI \$68,558 AO	2 ASHLYNN ORNG \$39,092 AO	3 JORDAN STELZER \$30,326 Matthew Turnquist	4 PAIGE ZUZICK \$16,873 Fisher-Zuzick	5 JOSEPH NELSON \$9,819 AO
6 TICHINA HAUGHTON \$9,600 Michael Musso	7 DEVIN MOORE \$5,140 Ralston-Ralston			

JUNE BONUS LEADERS | PAYOUT: \$4,133,256 | QUALIFIERS: 211

MGA

- \$ 176,496 Eno Iftiu
- \$ 131,764 Mark Dushaj
- \$ 105,730 Steven King
- \$ 90,721 Taleb Jammoul Hajali
- \$ 72,924 Anthony Mazurkewicz

- \$ 71,179 Zach Otto
- \$ 65,970 Nicholas Chuma
- \$ 62,381 Ian Zollos
- \$ 59,277 Justin Maska
- \$ 57,074 Joseph Tomanovich

MGA ROOKIE

- \$ 68,558 Daniel Li
- \$ 39,092 Ashlynn Orng
- \$ 30,326 Jordan Stelzer
- \$ 16,873 Paige Zuzick
- \$ 9,819 Joseph Nelson
- \$ 9,600 Tichina Haughton
- \$ 5,140 Devin Moore

RGA

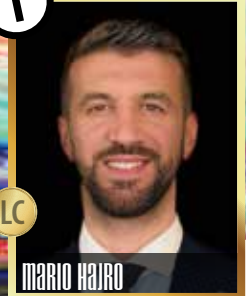
- \$ 197,318 Mario Hajro
- \$ 98,298 Mark Neilson
- \$ 84,300 Ryan Stenglein
- \$ 61,138 Taulant Bane
- \$ 55,517 Eric Thompson

- \$ 50,052 Mark Dushaj
- \$ 32,415 Brandon Summerton
- \$ 29,359 Clayton Slaughter
- \$ 27,602 Jenny Kim
- \$ 27,584 Daniel Pacheco



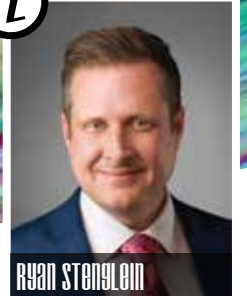
R92 LEADERSHIP BONUS

1




MARIO HAJRO
\$98,392
AO

2



RYAN STENGLEIN
\$60,519
AO

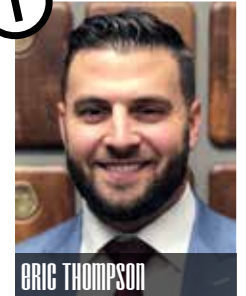
3



ENO IFTIU
\$56,512
AO


R92 10% ROOKIE M92 PERSONAL PRODUCTION BONUS

1




ERIC THOMPSON
\$5,592
S-S-Parks-Salvaggi

2



JOSEPH CRIVELLI
\$3,816
Simon Arias

3



ZACH OTTO
\$3,420
Sabrina Lloyd

JUNE BONUS LEADERS | PAYOUT: \$1,210,932 | QUALIFIERS: 170


<p>\$ 98,392 Mario Hajro 60,519 Ryan Stenglein 56,512 Eno Iftiu 43,053 Mark Neilson 35,304 Mark Dushaj 30,035 Ryan Slone 29,114 Robert Hepler 28,229 Mike Paragiou 27,214 Eric Thompson 24,462 Clayton Slaughter 23,837 Bobby Gujral 23,824 Jeffrey Espinal 22,624 Jenny Kim 22,358 Daniel Pacheco 21,448 Javier Diaz 21,092 Mark Bernsdorff 20,933 Taulant Bane 20,927 Jake Yagjian 19,923 Joshua Olin 19,718 Brent Bowling 15,763 Justin Maska 15,619 Corey Helly 15,541 Anthony Mazurkewicz 15,138 Brandon Summerton 14,647 Gabriela Sime 13,694 Michael Cirelli 12,854 Joseph Tomanovich 12,712 Nicholas Chuma 12,448 Taleb Jammoul Hajali 11,873 Carmen Pena Guedez</p>	<p>\$ 11,496 Ed-Maggie Myrthil 11,462 Beau Minnick 11,167 Chris La Fond 10,078 Edward DeFurio 9,968 Jorge Caridad 9,855 Cody Gardner 9,827 Joshua Hosenbold 9,811 David Carpenter 9,385 Jonathan Rindt 8,743 Astrid Ebner 8,597 Jessica Chang 8,002 Justin Adams 7,747 Brandon Minor 7,635 Joseph Crivelli 7,609 Steven King 7,505 William Parmeter 7,493 Derek Foore 7,470 Chase Miller 7,240 Beau Cullen 7,135 Gregory Rudolph 6,414 Mark Lahijani 6,141 Christopher Hintz 5,909 Hector Luque 5,896 Carlo Buhay 5,674 Venus Grier 5,634 Melinda-Rae Lyse 5,559 Sierra Kelsey 5,473 Aaron Piotrowski 5,227 Aubrie Ray 5,125 Phi Phan</p>	<p>\$ 5,013 Ryan Martin 4,971 Zach Otto 4,900 Andrew Bishop 4,897 Robin Gonzalez 4,752 Sokol Fazliu 4,721 Alexandra Graham 4,665 Matthew Conrad 4,617 Claude Hamilton 4,356 Justin Sutton 4,191 Spencer Kozej 4,102 Adam Wheeler 3,994 Matthew Diulus 3,888 Romal Omid 3,719 James Sodan 3,490 Jason Bratin 3,421 Justin Hermann 3,270 Brian Jerome 3,170 Jinelly Carvajal 3,166 Doron Freud 3,164 Matthew Ward 3,015 Aaron Friedlander 3,011 Jhanna Valerio Vivas 2,938 Stella Roznovan 2,900 Matthew Sutton 2,898 Michael Gerstein 2,879 Peter Gabranski 2,674 John Santosuosso 2,658 Jessica Kay 2,526 James Fangmann 2,389 Omar Billy</p>	<p>\$ 2,376 Daniel Zotter 2,339 Matthew Hudlin 2,331 Chilynn Acevedo 2,308 Jesse Doherty 2,255 Kamal Tayyib 2,021 Stephen Jubrey 2,015 Tomarus Burks 1,938 Michael Botond 1,933 Sabrina Agostini 1,916 Joshua Jackson 1,728 Augusto Arango 1,686 Morgan Lobello 1,657 Todd Engelson 1,605 Andrew Chambers 1,547 Tyler Ortiz 1,542 Thor Leighton 1,496 Sara Vaz 1,449 Magda Figueiredo 1,447 Paul Samra 1,426 Michael McKiernan 1,361 Nabil Atallah 1,346 Britton Costa 1,314 Johnny Ly 1,274 Derek Johnson 1,267 Bruce Viaje 1,266 Hasan Ghazal 1,196 Quashade Copney 1,194 Samuel Artzis 1,113 Michael Romero 1,030 Taurean Flournoy</p>	<p>\$ 1,029 Alexandria Greer 1,025 Adam Kidikas 1,010 Kingsley Hansen 963 Jose Castillo 904 Kade Beck 881 Meaghan Krecsko 869 Patrick Donovan 867 Toni-Ann Allen 866 James Marks 823 Melissa Sidoti 818 Blake Higuchi 807 Jake Gelb 763 Joseph Gojcaj 739 Bobby Hamilton 723 Heriberto Chavez 712 Jesus Parra 696 Christopher Bungay 667 Tami Chaimov 650 Tyler Worstell 642 Jadelene Welty 611 Michael Burningham 609 Adrain Alfred 603 Chris McFoy 599 Arif Hajro 562 Randall Cook 545 Timothy Wilson 512 Alex Kae</p>
--	---	---	---	--

JUNE BONUS LEADERS | PAYOUT: \$64,519 | QUALIFIERS: 48

<p>\$ 5,592 Eric Thompson 3,816 Joseph Crivelli 3,420 Zach Otto 3,011 Sabrina Ashraf 2,231 James Fangmann 2,199 Tucker Gregor 1,890 Brody Maughan-Evanson 1,769 Javier Diaz 1,689 Gabriela Sime</p>	<p>\$ 1,602 Samy Jacques 1,601 Herlin Celicourt 1,454 Sylvain Kalombo 1,452 Beau Cullen 1,451 Evan Stewart 1,439 Cody Gardner 1,395 Quashade Copney 1,390 Adam Kidikas 1,331 Michael Romero</p>	<p>\$ 1,267 Kasali Kotun 1,255 Adem Abdula 1,195 Conner White 1,169 Kelly Ekker 1,147 Corey Helly 1,133 Matthew Ward 1,128 Kyle VanBibber 1,114 Savannah Schipman 1,063 Spencer Kozej</p>	<p>\$ 1,050 Nicholas Chuma 1,029 Daniel Zotter 983 Mark Bernsdorff 976 William Parmeter 921 Chase Miller 884 Tyler Ortiz 879 Tomarus Burks 835 Matthew Diulus 769 Dylan Jackson</p>	<p>\$ 768 Jessica Kay 742 Giovanni Vacca 717 Venus Grier 709 Alyssa Libby 658 Matthew Hudlin 625 Veronica Coval 614 Jordan Stelzer 595 Nicole Preston 548 Ian Zollos</p>
---	---	---	---	--


REINSTATEMENT BONUS

1




JOHN ORR
\$5,303
Albert Serur

2




NICHOLAS GASPARRO
\$4,661
Sabrina Lloyd

3




SPENCER SIMMONS
\$4,427
Albert Serur

4



MIGUEL HERNANDEZ
\$4,075
Josh West

5




MARLA SEICEAN
\$3,431
S-S-Parks-Salvaggi

JUNE BONUS LEADERS | PAYOUT: \$101,845 | QUALIFIERS: 181

<p>\$ 5,303 John Orr 4,661 Nicholas Gasparro 4,427 Spencer Simmons 4,075 Miguel Hernandez 3,431 Marla Seicean 3,261 Sami Mogannam 3,179 Rosetta Wilkinson 2,530 Denise Ley 2,402 Zenon Zorij 2,260 Joseph B Smith 2,174 Joseph Faisant</p>	<p>\$ 2,148 Benjamin Newhouse 2,139 Cody Toth 1,919 Scott Dillingham 1,764 Mitchell Look 1,616 Djenabou Diallo 1,594 Anna Midowicz 1,549 Loraine Patterson 1,465 Diane Carrion 1,418 Dason Phaul 1,402 Laurekins Pardovani 1,282 Phyto Phyto</p>	<p>\$ 1,101 Ranjana Chopra 1,032 Yoline Octave 1,006 Nikki Crosby 981 Orby Kelley 955 Faith Jones 946 Rodney Ward 909 Craig Joseph 881 Evelyn Howell 858 Gina Kramer 853 Savannah Kiwacz 817 Nicholas Beyer</p>	<p>\$ 798 Teresa Rasmussen 797 Marc D'Emilia 796 Jack Craig 739 Kayla Kuhn 733 Brianna Baker 732 Andrew McAllister 685 Megan Brown 684 Giselle Navarro Zuniga 684 Ellen Tuttle 646 Chris Anderson 623 Kimberly Alston</p>	<p>\$ 623 Madison Morgain 619 Nicole Preston 585 Kelly Naughton 546 Steven Bensinger 541 Maurice Baritz 535 Toni-Ann Allen 529 Lorena Barriere 526 Levar Morgan</p>
--	--	---	---	---


52 SA/GA MONTHLY INCENTIVE BONUS

1




DAMIAN WOODS
\$1,972
AO

2




TOMLIN DOUGLAS
\$1,725
Giglione-Ackerman

3




ALEX CHO
\$1,562
AO

4



ANTONIO REYES
\$1,435
Albert Serur

5



COLE BRAMHALL
\$1,431
AO

JUNE BONUS LEADERS | PAYOUT: \$162,946 | QUALIFIERS: 650

<p>\$ 1,972 Damian Woods 1,725 Tomlin Douglas 1,562 Alex Cho 1,435 Antonio Reyes 1,431 Cole Bramhall 1,420 Garrett Amora 1,368 Alexis Hawkins 1,326 Heccy Rivas 1,223 Ashley Applon 1,159 Natalia Beltran Hernandez 1,111 Edon Nevzadi 1,058 Zachary Marshall 1,058 Michele Stewart 1,042 Jennifer Savino 993 Austin Ewing 987 Alex Jankowski 961 Montzer Alwatan 954 Ileana Navarro Dorantes 944 Jeremy Bruce 927 Brianna Baker</p>	<p>\$ 909 Christopher Rives 881 Marisone Navro 879 Kolin Delija 848 Kevin Musai 846 Pablo Castro Gaulet 843 Bradley Sullivan 826 Kevin Swiatek 820 Brian Colarusso 795 Torian Fields 784 Monte Boswell 776 Noor Musleh 766 Dalton Cassavoy 753 Russel Brooks-Martin 752 Shelbie Pagan 738 William Heilman 731 Cash Sampson 726 Samantha Dorrough 721 Alejandra Maldonado 719 Yonathan Jaramillo 711 Michael Hutchison</p>	<p>\$ 710 Laura Fredlick 708 Nikolai Zollinger 706 Ashley Mysza 701 Geneo Grissom 699 Cindy Ramirez 694 Jacob McClelland 693 Omaira Garces Ramonez 692 Arrianna Reyes-Suarez 689 Christina Konstanzer 687 Leonard Pataca 671 Eileen Burningham 671 Jacoby Barry 668 Taylor Nathaniel 668 Ali Saad 668 Kelly Benner-Campbell 665 April Ross 657 Matthew Sturgis 654 Crystal Jackson 653 Sandra Perez Espinal 642 Nicholas Opacian</p>	<p>\$ 641 Angie Sanabria Quintero 637 Christine LaGambina 631 Clayton Strawderman 631 David Asbra 621 Zachary Daniels 619 Joanna Rowland 607 Jessie Holland 602 Razan Zarba 599 Ashley Seborowski 597 Cross Steplowski 593 Logan Mynhier 592 Anthony Robertson 591 Dchante McKenzie 578 Alexander Pham 575 Ian Pickett 572 Gavin McDonald 564 Ivana Martin 564 Erald Tomorri 558 Sasha Oakes 557 John Rings</p>	<p>\$ 555 Orion Moore 550 Roxie Soto 538 Jesse Spencer 538 Rochelle Magpantay 535 Gabriel Hurst 533 Zachery Croyle 530 Jennifer Anderson 530 Shahriar Mohammadi 526 Braeden Gilbert 525 Kyle Carpenter 522 Samuel Franchini 521 David Gallagher 511 Jillian Arshadi 504 Olanayan Eaglin 504 Allissa Collins 501 Sherita Thompson</p>
--	---	--	---	--

9

BONUS TOTAL:

\$11,153,822

WORLD'S GREATEST \$2,661,578	LEADERSHIP \$2,186,461	RGA LEADERSHIP \$1,210,932	RGA 10% ROOKIE \$64,519	MGA/RGA GROWTH \$4,133,256	SA/GA TRAINING \$459,535	SA/GA INCENTIVE \$162,946	REINSTATEMENT \$101,845	DIRECT VIP \$172,750
---------------------------------	---------------------------	-------------------------------	----------------------------	-------------------------------	-----------------------------	------------------------------	----------------------------	-------------------------

All qualifiers listed achieved at least \$500 in bonus totals | WGB qualifiers achieved at least \$1000 in bonus totals | WGB recognition is based on \$1,000 MTD Net ALP minimum achievement level

53 MILLION DOLLAR CLUB

Another champion, another milestone!
Each champion will receive a bonus of \$5,000, plus \$5,000 for each additional qualification, and the Million Dollar Club Award. Congratulations on your achievements!

\$3M



Kevin Ishikane
AO
Contracted 5/22/07
Qualified 6/30/23
\$3,024,211 Net ALP

\$2M



Bryan Juskiw
S-S-Bendure-Hartwig
Contracted 7/24/13
Qualified 6/30/23
\$2,004,760 Net ALP

\$2M



Roger Fung
Mathew Hart
Contracted 3/27/91
Qualified 6/30/23
\$2,032,757 Net ALP



Diana Al Ali
AO
Contracted 5/6/14
Qualified 6/30/23
\$1,001,919 Net ALP



Patricia Santamarina
AO
Contracted 11/13/12
Qualified 6/30/23
\$1,001,499 Net ALP



Nikolla Lulgjuraj
AO
Contracted 06/16/20
Qualified 6/30/23
\$1,000,244 Net ALP

FOUNDERS CLUB

June Qualifiers—
Outstanding Producers & PR Representatives:

Kevin Musai
AO
2 Qualifications
\$153,509 Net ALP
93.2 RET

Michele Stewart
AO
1 Qualification
\$147,407 Net ALP
80.2 RET

Lamine Diakhate
Satti-Kanaan-Wheeler
2 Qualifications
\$106,240 Net ALP
89.1 RET

Kurt Evans
Joshua West
4 Qualifications
\$86,663 Net ALP
92.7 RET

Sarah Saleim
AO
4 Qualifications
\$82,012 Net ALP
94.3 RET

Marisone Navor
AO
1 Qualification
\$76,890 Net ALP
86.0 RET

Jose Moreno
Pappas-Akuamoa
1 Qualification
\$69,322 Net ALP
94.5 RET

Michael van Delft
Satti-Kanaan-Wheeler
29 Qualifications
\$153,181 Net ALP
86.3 RET

Alex Cho
AO
1 Qualification
\$122,874 Net ALP
85.6 RET

Edward Leon
AO
2 Qualifications
\$99,124 Net ALP
83.4 RET

Jesse Fullmer
AO
3 Qualifications
\$83,614 Net ALP
91.3 RET

Charles Nacovsky
Gigliione-Ackerman
1 Qualification
\$80,327 Net ALP
83.5 RET

Alexandra Longo
Hart-Lewicki
5 Qualifications
\$75,861 Net ALP
91.2 RET

Phi Phan
Desi Dimitrova
4 Qualifications
\$63,690 Net ALP
84.6 RET

Daniel Paravisini
AO
6 Qualifications
\$793,323 Net ALP
91.4 RET

Rea Lynch
AO
1 Qualification
\$152,074 Net ALP
85.2 RET

Trevor Bailey
Satti-Kanaan-Wheeler
4 Qualifications
\$112,313 Net ALP
84.2 RET

Dylan White
AO
1 Qualification
\$93,836 Net ALP
80.7 RET

Bruno Nuro
AO
1 Qualification
\$82,738 Net ALP
84.3 RET

Laura Chavez
AO
1 Qualification
\$77,875 Net ALP
86.7 RET

Patrice Charles
Simon Arias
1 Qualification
\$75,070 Net ALP
88.6 RET

Laurie Gruber
Wisconsin
1 Qualification
15,194 Cards

SGA Elite VIP Training Award

JUNE LEADERS



Theodore Pappas
11% Increase in VIPs



Beto Quintero
30% Increase in VIPs



Jesus Romero
25% Increase in VIPs



Philip Prata
27% Increase in VIPs



Corey Neff
24% Increase in VIPs



Tiffany Wagner
31% Increase in VIPs



Walter Icaza
63% Increase in VIPs



Steve Friedlander
250% Increase in VIPs



Greg Graham
12% Increase in VIPs



Washington-Washington
26% Increase in VIPs



West-Shogar-Moody
91% Increase in VIPs



Michael Ezeafulukwe
13% Increase in VIPs



Andre Hawthorne
14% Increase in VIPs

By top SGA in each category for the highest percentage of increase in total VIPs. The evaluation is tied to increase in VIPs year over year as a percentage of total codes.

Elite VIP Training Award



Q2 AWARD WINNERS

SUPERVISING AGENTS



Montzer Alwatan
AO
6 VIPs
\$54,409 VIPs Net ALP



Colten Rice
S-S-Parks-Salvaggi
5 VIPs
\$51,653 VIPs Net ALP



Grant Paplin
Albert Serur
5 VIPs
\$35,829 VIPs Net ALP



Rowyn Rivas
Beto Quintero
5 VIPs
\$34,716 VIPs Net ALP



Maryger Guedez
Jesus Romero
5 VIPs
\$33,150 VIPs Net ALP

GENERAL AGENTS



Amanda Urdaneta
Walter Icaza
10 VIPs
\$113,581 VIPs Net ALP



Kelly Jones
Henderson-Locker
8 VIPs
\$93,579 VIPs Net ALP



Alexis Mena
Fisher-Zuzick
8 VIPs
\$53,152 VIPs Net ALP



Crystal Mekdarasack
AO
7 VIPs
\$66,913 VIPs Net ALP



Nicholas Beyer
Sabrina Lloyd
7 VIPs
\$58,445 VIPs Net ALP

WHAT IS THE SA/GA ELITE VIP TRAINING AWARD?

Five SAs and five GAs recognized per quarter with the most direct Code VIPs. Tie-breakers will be decided by the SA/GA with the most Net ALP from the VIPs within that quarter.

APEX AWARD

Q2 AWARD WINNERS

SUPERVISING AGENTS



Shakresha Parhams
Washington-Washington
4 Recruits
\$105,114 Net ALP



Ornela Martinaj
AO
3 Recruits
\$66,034 Net ALP



Olimar Cassarino Figueroa
Quintero-Vidal
3 Recruits
\$37,460 Net ALP



Mario Damico
S-S-Bendure-Hartwig
3 Recruits
\$6,950 Net ALP



Derrick West
Duni Olusegun
3 Recruits
\$6,776 Net ALP

GENERAL AGENTS



Ashley Applon
Washington-Washington
5 Recruits
\$65,177 Net ALP



Michael Schaefer
S-S-Bendure-Hartwig
4 Recruits
\$36,702 Net ALP



Troy Henderson
S-S-Parks-Salvaggi
4 Recruits
\$23,526 Net ALP



Kelly Jones
Henderson-Locker
3 Recruits
\$34,486 Net ALP



Genesis Medina Mendoza
AO
3 Recruits
\$26,855 Net ALP

WHAT IS THE SA/GA APEX AWARD?

Five SAs and five GAs recognized per quarter based on how many eligible personal recruits become a New Associate in that quarter. Tie-breakers will be decided by the SA/GA with the most Net ALP from the Personal Recruit Codes within that quarter.

Dear Future SGA,

Whether you are new to our Company or someone with tenure, if you have ever wondered what you had to accomplish in order to be promoted to State General Agent, the answer is simple — achieve these four levels.



SGA Career Track

***\$500k–\$3.5M+**
Unlimited Annual Earnings Potential

LEVEL 1: QUALIFY

To qualify you must meet the following criteria:

- 2 years tenure with AIL/NIL
- Be on an MGA/RGA Contract
- Production of at least \$350,000 of 1st Six Mo. Agent production (Last 12 Months)

LEVEL 2: INTERVIEW

You will be flown to McKinney, Texas for dinner and an interview. During this time you will also learn about the budgetary and start-up process for new SGAs.

LEVEL 3: FOLLOW UP

Home Office will schedule a follow-up call with you and your SGA 60 days after your interview to discuss your progress in the areas of recruiting, production and quality. If you are still growing and moving forward, we will prepare for Step 4.

LEVEL 4: GET AN OFFER

After conferring with your SGA, the Home Office will contact you to:

- Let you know what territory/territories we are offering
- Discuss who may be going with you. (Your SGA can protect one person whom they feel they need to keep.)

**The earnings potential is typical but not guaranteed. Actual amounts can vary based on individuals results.*

DIRECTORS OF THE MONTH



Leaders growing leaders

Sales Director of the Month



Diego Arango

Diego had 138.47% growth over June 2022.

VP of the Month



Rob Gray

Rob had 50.58% growth over June 2022.

PR Director of the Month



Michelle Baxter

Michelle met 112.42% of Objective during June 2023.



LEAVING A LEGACY



David Zophin

President
American Income/
National Income Division

life-changing claim (or 20) firsthand. You've seen how our products have made all the difference for families during their darkest hour, and all you had to do was be there for them in the first place.

On the flip side, maybe there was a time when you couldn't quite close the sale and left a family without the protection they needed. And while that's not ideal, that kind of negative experience can be really eye-opening since it's not something you want to go through twice.

Instead of falling short or leaving a sales meeting with a feeling of regret, make sure you approach this career with the right attitude and a great mindset. Make sure you're working every day toward building something worthwhile and growing a group of clients who have the protection they need. In other words, make sure you're working hard toward leaving a legacy.

I'm sure as you read through this issue of *Spotlight*, you had one of those moments I'm talking about, and you were reminded of just how important your role is when it comes to protecting families. If you've been with the Company long enough, you've undoubtedly experienced a

I think the idea of leaving a legacy is something that appeals to most people, but sometimes they don't have the means or the method to do so. Fortunately, here you have the means and the way to leave a lasting impact,

make your name known, and change the lives of so many people. Here, leaving a legacy is something that happens naturally when you put the needs of your customers first. And when you advance to a management role, it's what happens when you put the needs of your team before yours.

When you think about it, this career allows you to do so much for others, just by doing your job. When you're committed to your role, you not only make the most devastating day in someone's life a little easier, but you also help create financial independence for them after their loved one passes away.

That's not insignificant. That is an invaluable service, and it's something you provide by being a quality agent, a devoted manager, or rocking your role in PR. And when you do it enough, you start creating something that's really incredible — you start building a legacy.

So, when you take the time to stop and think about why we do what we do, remember the positive force you can be in someone's life, and think about what you're creating when you make that a habit. It could be quite the legacy you leave — start building it today. 🌟



1200 Wooded Acres Drive | Waco, TX 76710

JUNE TOP PRODUCERS

The Monthly Top Achievers include the top Rookie Producer, Veteran Producer, SA and GA in their respective monthly categories, the top two MGAs and RGAs in Categories I-IV based on monthly % growth, the PR Representative with the most cards generated for the month, and the top two SGAs in Categories I-IV based on monthly % objective.



ROOKIE PRODUCER

HENRY HOLLAND
\$71,605 NET ALP



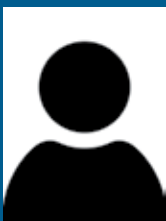
VETERAN PRODUCER

DANIEL PARAVISINI
\$218,930 NET ALP



SA

SHAKRESHA PARHAMS
\$58,668 1ST 6 MONTHS



GA

KOLIN DELIJA
\$184,372 1ST 6 MONTHS



MGA CATEGORY IV

BLEDAR BANE
330.2% GROWTH



MGA CATEGORY II

JENNY KIM
322.4% GROWTH



RGA CATEGORY IV

JAKE YAGJIAN
160.9% GROWTH



RGA CATEGORY II

ERIC THOMPSON
125.3% GROWTH



PR REP CATEGORY VI

CHAS ROBINSON
3,513 CARDS



SGA CATEGORY III

ALBERT SERUR
56.6% GROWTH



SGA CATEGORY IV

DARCY SCHRIEBER
49.0% GROWTH